

CIRCULAR 5124

14 March 2019

Invitation to FCI's "Risk Management" Webinar

Detecting & managing risks is probably the hardest task in our business. Seller & Buyer risks, frauds & disputes as well as operational risks are all part of our daily concerns in every factoring transaction. We all need to be continuously alerted and well-trained in order to face all difficult cases that may arise! Risk management is not only a task of the specific Risk departments, rather it is a task of all departments within a factoring operation.

In this context, FCI Education is introducing a **new Webinar**, aiming to elaborate more into the **most important concepts of Risk Management in Factoring & Receivables Finance**. It includes a series of three (3) on-line sessions, covering all risk aspects in a factoring operation.

Participants from all departments will have a unique opportunity, without leaving their office, to learn more and share best practices on Risk Management through active interaction with peers from the same region, under the guidance of FCI facilitators.

This specific Webinar is better suited, due to time zone, for participants coming from **Asia & Australia**.

FCI's "Risk Management" Webinar Program is as follows:

✚ Session 1 – Monday 22 April 2019, 08:00 CET (Central European Time), 14:00 CST (China Standard Time)

Session topic	Session agenda	Facilitators	Duration
<i>Factoring products risks overview & Seller risks</i>	<ul style="list-style-type: none"> ❖ Seller solvency ❖ Factorability of A/R ❖ Seller Assessment criteria ❖ Dilution risk ❖ Seller Risk monitoring 	Aysen Çetintas FCI Education Director Spyros Tsolis FCI Education Officer	90min

✚ Session 2 – Wednesday 24 April 2019, 08:00 CET (Central European Time), 14:00 CST (China Standard Time)

Session topic	Session agenda	Facilitators	Duration
<i>Buyer Risk control & Disputes</i>	<ul style="list-style-type: none"> ❖ Buyer risk assessment elements ❖ Underwriting buyers' risks ❖ Credit Insurance ❖ Monitoring buyers' risks ❖ Disputes prevention & handling 	Aysen Çetintas FCI Education Director Spyros Tsolis FCI Education Officer	90min

✚ Session 3 – Thursday 25 April 2019, 08:00 CET (Central European Time), 14:00 CST (China Standard Time)

Session topic	Session agenda	Facilitators	Duration
<i>Fraud risk, Operational Risks & Risk monitoring in Factoring</i>	<ul style="list-style-type: none"> ❖ Fraud detection & prevention ❖ Invoice verification ❖ Operational Risks ❖ Basic principles of Risk assessment & monitoring in Factoring 	Aysen Çetintas FCI Education Director Spyros Tsolis FCI Education Officer	90min

Note: prior to the above, a test-session will be performed on Friday 19 April 2019, 08:00 CET (Central European Time), 14:00 CST (China Standard Time), to ensure that all participants face no connection issues. Our online learning events are delivered via WebEx Training Centre using VOIP (teleconferencing is not used!).

Pencil the date in your calendar and register for this on-line learning event.

The enclosed registration form is to be used for making the necessary reservations for this training, but we encourage you to register through the FCI Private Net, fci@fci.nl. In case of any questions, please do not hesitate to contact the Secretariat.

Yours sincerely,
FCI - The Secretariat

A handwritten signature in blue ink, appearing to read 'Peter Mulroy', with a stylized flourish at the end.

Peter Mulroy
Secretary General

IMPORTANT INFORMATION

1) Registrations

Please [use the on-line registration form on the FCI Private Net](#), (or use the enclosed registration form) and register as soon as possible and certainly before **Monday 15 April 2019**. After receipt of your registration, the FCI Secretariat will send you an invoice, which will serve at the same time as a confirmation of the registration.

Please note that, due to technical limitations, the maximum number of participants for this training is set to twenty-five (25), so registrations will be handled on a first come-first served basis.

Participants shall receive a personal invitation at their email address, providing the link to join the event.

2) Equipment and facilities you will need

In order to attend the Webinar Sessions, you will need a minimum set up that includes the following:

- A quiet & comfortable space
You must ensure that you are attending the event from a quiet and comfortable space.
- A computer
It is obviously a requirement to have a computer to attend the webinar. If you're using a laptop, make sure that is plugged into the mains - don't rely on your batteries. You need a minimum of 256 MB of RAM, but we would recommend a minimum of 1 GB and preferably more than that. You obviously need a browser to connect to the software, and a good sound card.
- Fast Internet Connection
You will also need fast broadband connection to the Internet. As a participant, you need a fast download speed. Your Internet connection should be hard wired via a LAN connection, or Ethernet cable. Do not use a wireless connection, as this will cause the sound to drop in and out.
- High-quality headset
Please be aware you are accessing the webinar via VOIP and to get the best from the session you will need a headset, preferably with a USB connection. A high-quality headset is a must.

3) Registration fee and payment

The registration fee for the training is Euro 150 per delegate for FCI Members and Euro 250 per delegate for non FCI members.

After receipt of the invoice, the registration fee is to be paid by bank transfer or credit card (NO cheques), quoting the invoice number, to:

FCI

IBAN/ Account number: NL04ABNA0540245771

Bank: ABN AMRO, Amsterdam, the Netherlands

SWIFT Code: ABNANL2A

VAT number: NL801484169B01

NOTE: Registration fees must have been paid one week prior to the start of the webinar, or your company takes the risk that delegates on a "waiting list" will be given the chance to attend instead.

4) Cancellations

FCI accepts cancellations before or on Monday **15 April 2019** without penalty. For cancellations received after that date, the full registration fee is due.

REGISTRATION FORM for "Risk Management" Webinar
22-25 APRIL 2019

REGISTRATION DEADLINE IS **Monday 15 April 2019**
Email FCI@FCI.NL or **use on-line registration on FCI Private Net**

COMPANY NAME	FACTOR CODE
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PARTICIPANT 1		
Mr <input type="checkbox"/> Ms <input type="checkbox"/>	Family name	First (given) name (in simplest possible form)
Position		Department/branch office
E-mail address		Years of experience in current position

PARTICIPANT 2		
Mr <input type="checkbox"/> Ms <input type="checkbox"/>	Family name	First (given) name (in simplest possible form)
Position		Department/branch office
E-mail address		Years of experience in current position

Registration fee: EUR 150/participant (FCI Members), EUR 250/participant (non FCI Members). An invoice will be sent to you upon receipt of your registration. The invoice will serve as confirmation of your registration. Please quote the invoice number when remitting the registration fee.		
DATE	NAME	SIGNATURE