FCI Academy

Learn from the Global Leaders of Receivables Finance

FCI ACADEMY TRAINING WEBINAR

Webinar on Legal

24-25 November 2026 | 13:00-16:00 CET



Venue:
Online: Zoom Webinars

Information:
FCI Secretariat:
Email: fci@fci.nl Tel: +31-20-6270306

FCI Academy is pleased to organise a new training addressing the key areas in the international factoring business flow and related legal considerations with a special focus on the respective GRIF articles.

FCI legal experts organise a practical two-day webinar exploring the key provisions of the General Rules for International Factoring (GRIF) and their application in day-to-day factoring operations. Through expert presentations, real case studies, and interactive discussions, participants will gain a deeper understanding of credit cover, disputes, assignment issues, warranties, and risk allocation under the FCI two-factor system. This webinar is designed for professionals seeking to strengthen their knowledge of the legal framework governing international factoring and enhance their ability to address complex cases with confidence.

KEY TOPICS

- GRIF and the FCI legal framework
- Credit cover and payment under approval
- Disputes and risk management
- Assignment and reassignment of receivables
- Warranties and breaches
- Loss allocation and indemnification
- Fraud and competing claims
- Real case studies and legal case clinics
- Practical insights from FCI legal experts

WHO SHOULD ATTEND

This webinar is designed for professionals involved in international factoring and receivables finance who wish to strengthen their understanding of the legal framework governing FCI transactions. It is particularly relevant for those working in business development, operations, risk management, legal and litigation functions, credit underwriting, compliance, and related areas. External legal advisers and lawyers supporting factoring activities will also benefit from the practical insights, case studies, and expert discussions.

Due to the time zone, this specific Webinar is better suited for participants from Europe, the Middle East, Africa and the Americas. Participants from other regions are also welcome to register.

FORMAT

All participants are expected to actively interact with the presenters by using the various interactive tools of the webinar platform. At the end, a Q&A session will follow, answering all questions.

Programme

Each day we will cover the following sessions over the course of three hours, providing you with in-depth insights and practical knowledge.

Richard Stehl, Chair of the FCI Legal Committee, will welcome participants and set the scene with an overview of the key legal relationships and environment surrounding international factoring. Yüce Uyanik will then lead the main sessions on the GRIF, sharing his experience and expertise developed through his work with the rules and his authorship of a dedicated book on the subject. Aysen Cetintas and other legal experts will join the discussion to provide further practical perspectives.

TUESDAY, 24 NOVEMBER 2026: 13:00-16:00 CET

Why FCI Legal Framework and GRIF matter in Practice

Credit Cover and Approval Management — Articles 16–19 and 24

Disputes and Their Impact on Credit Cover and Payment under Approval — Articles 24, 27, 28 and 32

FCI Legal Case Clinic: From Approved Receivable to Dispute and Payment under Approval

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Q&A Session

Engage directly with our experts during this interactive Q&A to get personalised answers to your questions. Take this opportunity to clarify any doubts and deepen your understanding of the topics discussed.

WEDNESDAY, 25 NOVEMBER 2026: 13:00-16:00 CET

Assignment, Notice and Reassignment Problems — Articles 12–15 and 25

Warranties, Breaches and Allocation of Loss – Obligations of each Party and Due Diligence — Articles 28, 31 and 32

Practical Case 2: Defective Assignment, Warranty Breach or Fraud?

FCI Legal Case Clinic: How Should the Export Factor and Import Factor Respond?

Q&A Session

Interact directly with our experts in this live Q&A session. Use this chance to clear up any uncertainties and enhance your grasp of the topics covered.

EQUIPMENT & FACILITY REQUIREMENTS

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

- 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. We would recommend a minimum of 1 GB of RAM and preferably more than that. You obviously need a browser to connect to the software (Google Chrome is strongly recommended), 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. We suggest your Internet connection should be hard wired via a LAN connection, or Ethernet cable.
- High-quality headset
  Please be aware you are accessing the webinar via VOIP.

REGISTRATION

- FCI Members: €250
- Non-Members: €350

Register four (4) participants and get the fifth registration free. All five (5) participants must be from the same company. This discount will not automatically be applied, so please email the FCI Secretariat (fci@fci.nl) to claim the free registration.

Click here to book

Participants will receive connection details to join the zoom webinar, via the email address used in registration, 2-days prior to the webinar start.

REGISTRATION DEADLINE

Please register by 20 November 2026.

CANCELLATIONS

Any change or cancellation MUST be made in writing.

- FCI accepts cancellations on or before 18 November 2026 without penalty.
- Cancellations received after 18 November 2026, the full registration fee is due.
- There are no charges for name changes.

CONTACT US

For any questions or more information, please contact the FCI Secretariat via email at fci@fci.nl or call us on +31-20-6270306.

INTRODUCING THE PRESENTERS



Aysen Cetintas

FCI Education Director

Aysen Çetintas is the Education Director of FCI, specialist in receivables finance and speaker at international conferences. She joined FCI in 2008, in charge of FCI's education programmes. Her area of responsibility encompasses implementing the FCI strategy, by giving dedicated focus to the development and implementation of the educational tools for the chain, organising all FCI courses and related workshops/ seminars, conducting training events and guiding new members in the process of setting up for the international factoring business. Aysen has 30 years of experience in the factoring and receivables finance industry at managerial level in various factoring companies and banks. She has a BA degree in Political Science and International Relations from Bosphorus University, Istanbul, Turkey.



Richard Stehl

FCI Legal Committee Chair

Mr. Stehl represents banks, finance companies, hedge funds, factors and insurance companies in connection with the documentation of domestic and international secured lending arrangements, including accounts purchase, asset-based, cash flow, middle market, leveraged, unitranche, and first and second lien loan transactions. Mr. Stehl also frequently represents secured lenders in bankruptcies and workouts and portfolio and business unit acquisitions and dispositions.

Prior to joining Otterbourg, Mr. Stehl served as the Briefing Attorney to the Honorable Leif M. Clark, United States Bankruptcy Judge for the United States Bankruptcy Court, Western District of Texas. He has published legal articles in the areas of bankruptcy law, secured lending and management and is an active member of the Association of Commercial Finance Attorneys, the Turnaround Management Association, the Association for Corporate Growth and the New York State Bar Association. Mr. Stehl was selected for inclusion each year since 2010 as a New York Super Lawyer by Super Lawyers Magazine. Mr. Stehl speaks frequently on topics relating to secured financing. He is the Chair to the Legal Committee of FCI, and he is an advisor to the World Bank on secured lending and bankruptcy matters.

Mr. Stehl has a Bachelors of Business Administration from Adelphi University, a Masters in Business Administration from Hofstra University School of Business, a Juris Doctorate from St. John's University School of Law and a Masters of Laws from New York University School of Law.

Mr. Stehl is deeply involved in many charitable causes. He is a member of the Board of Governors of Opportunity International, a microfinance charity which promotes entrepreneurialism and economic growth in Third World countries. He serves as a Director of FourBlock Foundation, a charitable organization that trains and assists veterans to successfully transition from their military careers to the private sector, and he also works with Green Dot Public Schools, helping to transform public education by bringing passionate educators to inner city students. He is also an active member of Hope for the Warriors, Needlers Foundation, National Jewish Health Foundation and Ort America, among others. In 2014, Mr. Stehl was honored with the Community Achievement Award by Ort America. .

Presenter Biographies



Yüce Uyanik

Consultant

Yüce Uyanık has been closely involved with international factoring since 1989. In Turkey, he served as the first chair of the Factoring Association's Education Committee and, until 2006, provided international factoring training to Turkish practitioners. Since 2003, he has been a member of FCI's Legal Committee, delivering seminars around the world, especially on the rules governing international factoring. He has authored four books (three on factoring and one in English) and published numerous articles. His book "Understanding the General Rules for International Factoring: A Comprehensive Guide" that has been published by FCI also includes one of the most extensive glossary regarding international trade finance. Within FCI, he played a key role in codifying both FCIreverse and Islamic International Factoring, and he led, and authored the report for FCI's major "Legal Study" project, which compiles financial regulations from countries worldwide.



Philippe Gresta

Head of International Relations BNP Paribas Factor

Philippe started his factoring career with FMN Factoring (before it was named Fortis Commercial Finance) as a debt collector in 1998, and then moved to CGA (the current Société Générale Factoring) where he started discovered international factoring through IFG and the implementation of FCI when the company joined in 2003. In 2007, he joined BNP Paribas Factor with the mission to boost its FCI business and make it a leader. The company became one of the major players and grew to become the largest Import Factor in the World and an 8-time winner of the much-coveted Export and Import factor of the Year Award. Since 2021, Philippe joined FCI's Executive Committee and has served as Vice-Chairman since 2023.