



2-Day Intensive Course

Standby Letters of Credit & Bankers' Guarantees - *Principles, Operations, Practices & Legal Cases*

Who's attending?

This course is beneficial to:

- Credit and marketing officers and managers
- Corporate Banking relationship managers and VPs
- Commercial Banking relationship managers and VPs
- Trade finance officers and managers
- Private bankers
- Branch managers
- Credit audit managers

Why not recommend this course to a colleague?

Intermediate Level

22 – 23 March 2012, Singapore

This intermediate standby letters of credit and bankers' guarantees program aims at raising competencies of corporate bankers, private bankers and trade finance professionals in trade financing under SBLC and guarantee instruments.

Participants will acquire the technical knowledge and global perspectives of standby letters of credit and bankers' guarantees mechanisms in breadth and depth so that they can add value to their clients' transactions and projects.

“The materials and topics covered are very practical and address the day-to-day issues we are facing.”

What will I get out of it?

At the end of the program, participants will be able to:

- Apply the principles, rules, customs, operations and practices pertaining to standby letters of credit and bankers' guarantees;
- Apply the knowledge of standby letters of credit and advise their clients to avoid potential problems when use standby letters of credit as a form of standby payment and performance instrument; and
- Apply the knowledge of bankers' guarantees and advise their clients to appropriately use the bankers' guarantees instruments and avoid potential problems.

BOOK NOW! Register before 22 February 2012 for early-bird discount.

Venue

All of our courses are held in 4 -5 stars hotels, chosen for their location, facilities, and level of service. You can be assured of a comfortable, convenient learning environment throughout the duration of the course.

Due to the variation in delegate numbers, we will send confirmation of the venue to you approximately 2 weeks before the start of the course.

About Us

Salmon Thrust provides tailored financial training solutions to leading Asian clients. Being Asian for Asians, we understand that different cultures have their own needs in terms of product and knowledge, and in terms of their approach to Client Management.

Founded in 2004 to satisfy the demand for wealth management and related training programs in this part of the world, we develop and present seminars and workshops for executives working in corporations, investment banks, securities houses, firms of accountants and legal practices.

Our courses are held on a public or in-house basis, a full list of which can be found on our website. Visit www.salmonthrust.com

Jack Tan

Jack is a trained practitioner with 27 years experience in trade finance, commercial banking and corporate banking. He had held VP & Group Head/Team Head appointments in both local and American banks. His expertise encompasses corporate lending, ship and aircraft project financing, trade finance, structured trade financing, commodity financing and loans syndication.

Jack conducts in-house training courses on trade finance, credit analysis, lending to SMEs and credit risk management for leading banks and institutions regionally. In collaboration with the World Bank, Jack was an invited course facilitator to train senior bankers in China. Jack Tan has been a trainer for the Institute of Banking & Finance, Singapore since 1988 and a trainer for the Institut Bank-Bank Malaysia since 1996. He serves as a lecturer for the Monash University's distance learning graduate programme and SHRI Diploma course.

COURSE CONTENT

Day 1 - Unlocking the logic behind the Standby Letters of Credit

- Introduction to SBLC
- SBLC principles, rules & customs, operations and practices – UCP600 and ISP98
- Duties & Responsibilities of banks

Workshop 1: Learn from other bank's mistakes

- Types of and uses of Standby Letters of Credits
- Responsibilities to customers under SBLCs and Effect of Fraud
- The pitfalls of standby letters of credit and others

Legal case study 1: Learn from other bank's mistakes

Day 2 – Discovering the practices of Bankers' Guarantees

- Introduction to Banker's Guarantees
- Banker's Guarantee principles, operations and practices – URDG 758 (July 2010 Revision), duties & responsibilities of banks

Course Pre-Requisite

Managers and Officers have at least three years of banking experience in relationship management, credit, operations, private banking, credit audit and branch banking and have some knowledge of letters of credit and bankers' guarantees.

- Types of and uses Banker's Guarantees

Workshop 2: Learn from other bank's mistakes

- Bankers' Guarantees and Effect of Fraud
- The pitfalls of Banker's Guarantees and others

Legal case study 2 – Learn from other bank's mistakes

- Course summary

Funding Support

The Monetary Authority of Singapore (MAS) administers Financial Training Scheme (FTS) grants to financial sector organisations that sponsor eligible Singapore based participants to training programmes that meet qualifying criteria. For more details, please visit www.mas.gov.sg, or contact the MAS via fsdf@mas.gov.sg.

Save time and money with in-house training

In-house training is an efficient and cost effective way to ensure that your employees are equipped with the knowledge and skills needed to make a real impact in your organization.

Training can be arranged for anything from small groups to entire divisions and will take place at a time chosen and convenient to you.

For more information on holding this, or any other Salmon Thrust course in-house, please contact:

Audrey Ang, Sales Manager
Tel: +65 63230768
Email: audrey@salmonthrust.com

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www.salmonthrust.com

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(+65) 6323 0768

Email
email@salmonthrust.com

Standby Letters of Credit & Bankers Guarantees - Principles, Practices, Operations & Legal Cases

22 – 23 March 2012, Singapore

Register now

Package	Before 22 Feb 2012	After 22 Feb 2012	Quantity	Sub-total
Registration fee	S\$1,440 Save \$160	S\$1,600		
Platinum Package Send 4 delegates and 5 th comes FREE				

Attendee details

1	Name.....	Job title.....
	Tel.....	Email.....
2	Name.....	Job title.....
	Tel.....	Email.....
3	Name.....	Job title.....
	Tel.....	Email.....
4	Name.....	Job title.....
	Tel.....	Email.....
5	Name..... FREE.....	Job title..... FREE.....
	Tel..... FREE.....	Email..... FREE.....

Company/Invoicing details

Organization name.....

Address.....

Postcode.....

Invoice attention to..... Job title.....

Tel..... Email.....

Approving Manager signature

NB: Signatory must be authorized to sign on behalf of contracting organization

Name.....

Email..... Job title.....

Tel..... Fax.....

Authorizing signature * (Mandatory).....

Payment method

For payment by crossed **cheque or bank-draft**, please make payable to: **Salmon Thrust Pte Ltd**

For payment via **telegraphic transfer**, please make payment to:

Account number: 501-747323-001
 Account name: Salmon Thrust Pte Ltd
 Bank address: 65 Chulia Street, #01-01 OCBC Centre. Singapore 049513
 Bank code: 7339
 Swift code: OCBCSGSG

How to book your course

Complete this form and **fax** to:
+65 6423 9802

Or send the form to:

Salmon Thrust Pte Ltd
55 Market Street #10-00
Singapore 048941

Take the Platinum package

Get your team together and save!
Send 4 delegates and get one FREE

You may also be interested in

- **Credit Evaluation & Management of Troubled Credits (9 – 10 Apr)**
- **Financial Statement Analysis for Credit Professionals (2 – 3 Apr)**
- **Structured Trade Finance (11 – 13 Apr)**
- **Structured Commodity Financing (13 – 14 Mar)**
- **Loan Syndication – Principles, Structure of Credit Facilities & Loans, Practices & Cases (21 – 23 May)**
- **Negotiating for Results for Corporate Bankers (12 – 13 Jun)**

Go to www.salmonthrust.com to view our full course calendar

Terms and conditions

1. Should you be unable to attend, a substitute delegate is welcome at no extra charge.
2. Salmon Thrust does not provide refunds for cancellations. Invoiced sums are payable in full within 7 days of the invoice date.
3. Salmon Thrust will provide full course documentation to a delegate who has paid, but is unable to attend.
4. Salmon Thrust reserves the right to change the content of the program without notice including the substitution, alteration or cancellation of speakers and/or topics and/or the alteration of the dates of the event.
5. Salmon Thrust is not responsible for any loss or damage as a result of a substitution, alteration, postponement or cancellation of an event under any circumstances.
6. Salmon Thrust reserves the right to amend any part of the published program, agenda or speakers due to factors outside of its control.

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