

Seminar

Legal issues in Doing Business in the U.S.

- **Top Experts from the U.S. show you the do's and don'ts!**
- **How can a company successfully sell into the United States?**
- **How can a company successfully establish a U.S. presence?**
- **How to deal with liability risks in the USA?**
- **Consequences of the US embargo policies**
- **Liability of the mother company for acts of the US subsidiary**
- **Sales Issues**
- **Structures & Strategies**

Monday, 23rd February 2009

9:00 – ca. 17:00 Uhr

**Austria Trend Hotel Ananas
Rechte Wienzeile 93-95
(Entrance: Sonnenhofgasse)
1050 Wien**

Target Group

- International companies and manufacturers
- Exporters of products
- Trading companies
- Consultants and legal advisor

Goal of the seminar

The seminar deals with the legal framework for doing business in the US, either by exporting products to the US or by establishing a presence (subsidiary) there. Two prominent US lawyers teach the participants about the mistakes to be avoided when doing business in the US."

Speakers

Richard M. Franklin, Partner, Baker & McKenzie LLP, Chicago, specialised in Commercial Litigation, Arbitration, Banking & Finance Litigation, Product Liability Litigation, speaks German fluently..

Dieter A. Schmitz, Partner, Baker & McKenzie LLP, Chicago, specialised in M&A, Joint Ventures, Licensing Agreements, speaks German fluently

Program:

Monday, 23rd February 2009

I. How can a company successfully sell into the United States?

Sales Issues

- Exports and direct sales
- Indirect sales through distributors and sale representatives
- Payment/collection strategies
- Standard terms and conditions of sale

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Limiting Liability

- Staying out of the U.S. courts
- Warranty limitations

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II. How can a company successfully establish a U.S. presence?

Structures & Strategies

- Sales office, warehouse, employees
- Subsidiary
- Joint Venture
- Acquisition

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Protecting the parent company & U.S. affiliate

- From U.S. antitrust laws
- From tax, employment and other compliance laws
- From class actions
- From punitive damages

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Organisation

Date/Seminar venue:

Monday 23rd February 2009

Austria Trend Hotel Ananas
Rechte Wienzeile 93-95
1050 Vienna; Austria

Course Fees:

EUR 420,00 + 20 % VAT., includes full documentation, coffee breaks,
lunch, payable net upon receipt of invoice

Discounted Delegate Fee:

EUR 336,00 + 20 % VAT. for members of ICC Austria
(we would welcome your company/bank should you decide to become a
member of ICC Austria)

Registration up to:

5 working days before the seminar.

Cancellation Policy:

A full refund will only be given for cancellations received up to 8 working days
before the event. Cancellations must be made in writing. Should you be
unable to attend you can nominate a colleague for replacement.

Registration:

Fax: +43 1 50105 - 3703

@ icc@icc-austria.org

✉ ICC Austria
Wiedner Hauptstraße 73
1040 Wien

Information:

Organisation: Eric Savoye
☎ Tel.: +43 1 50105 - 3700

Further ICC seminars:

- ◆ Conference on Bank Guarantees
11. + 12. Mai, Wien
- ◆ Conference on Letters of Credit
13. + 14. Mai, Wien
- ◆ Forfeiting, Factoring of issuing
banks under L/Cs
for Trade Finance Specialists
15. Mai, Wien



Registration

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Name, First Name, Title

.....
Company/Institution (as to read on the invoice)

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Street

.....
Postcode / City / Country

.....
Tel.

.....
Fax:

.....
E-mail-Address

.....
Job Title/Position

.....
Signature

Yes, I want to register for

**“Legal Issues in Doing
Business in the U.S.”**

Monday, 23rd February 2009

and agree that my name and address are
registered electronically by ICC Austria
and that ICC Austria will inform me about
further programs by mail, fax or e-mail.