



# Managing International Distributors

## Join Us

Come hear from an expert on international trade law, Mr. Steven Richman, Esq, Partner with Duane Morris, and a seasoned exporter, Leigh Ann Catlin, VP of International Business Development, NeoStrata Company to discuss both the legal and business perspective of signing and managing international distributors.

## Topics

- Dispute resolution enforcement
- Roll of the contract
- Civil vs. common law issues
- Marketing plans
- Identifying partners
- Increasing sales
- Motivating your distributors

## Information

Whether you are new to exporting or have years of experience, this overview will be invaluable to better understanding the legal aspects of having overseas partners and the pitfalls of cultural differences and how they impact international business. This is for mature companies who are well established domestically and are either entering new markets or have established distributors overseas. Join us for this morning seminar to learn more – you could save yourself a lot of time and money from learning from the experts.

## Event Information

### Location

Fairleigh Dickinson University  
Hennessy Hall (Mansion)  
285 Madison Ave  
Madison, NJ 07940

### Date

Tuesday, April 22, 2014  
8:30 am – 11:30 am

**Cost:** \$50

**Register:** <http://go.usa.gov/KCFG>

### For more information please contact:

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