



BOSTON // HARTFORD // NEW YORK // NEWARK // STAMFORD // PHILADELPHIA // WILMINGTON

New Jersey Economic Development Authority EXPORT READINESS SEMINAR

“Common International Pitfalls and Practical Ways to Avoid Them”

Donald L. Borod, Esq.

May 25, 2010

Common International Pitfalls and Practical Ways to Avoid Them

I. Common International Pitfalls

II. How Do You Avoid Them?

Common International Pitfalls and Practical Ways to Avoid Them

III. Apply to Many Ways Companies Go International, such as:

- Export
- Sales Representative
- Distributor
- Sales Contract
- Technology License
- Joint Venture
- Acquisition

Common International Pitfalls and Practical Ways to Avoid Them

IV. What Are They?

V. Failure to Register Trademarks

VI. Termination of Sales Representative or Distributor

Common International Pitfalls and Practical Ways to Avoid Them

- VII. Restrictions on Exclusive Distributor
- VIII. Confidentiality Agreements
- IX. United Nations Convention on Contracts For the International Sale of Goods

Common International Pitfalls and Practical Ways to Avoid Them

X. Dispute Resolution – Arbitration

XI. Incoterms

XII. Insurance

XIII. How Do You Get Paid?

CONTACT INFORMATION
www.mccarter.com

Donald L. Borod
860.275.6725
dborod@mccarter.com