

## 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

*Schmitz,  
Franklin*

#### Limiting Liability

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

*Schmitz,  
Franklin*

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

#### Structures & Strategies

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

*Schmitz,  
Franklin*

#### 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

*Schmitz,  
Franklin*

## Organisation

### Date/Seminar venue:

Monday 23<sup>rd</sup> 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](mailto: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

.....  
Name, First Name, Title

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

.....  
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.