

Fundamentals of International Distributor Agreements

Location

Webinar

Date & Time

Start Date: 07/21/2021

Start Time: 10:00 am

End Time: 10:45 am (EST)

Steve Dickinson will present at a webinar hosted by Iowa Economic Development, titled "Fundamentals of International Distributor Agreements." The presentation will outline the basic legal considerations that go into negotiating, executing, performing and terminating export distributor agreements.

Topics include but are not limited to:

- Scope of appointment – including exclusivity, product lines and territories
- Commercial terms for order submission, delivery and transfer of title
- Compliance requirements for exporters and foreign distributors under U.S. export controls, trade sanctions and anti-corruption laws
- Intellectual property rights
- Term, renewal, and termination considerations
- Choice of law and dispute resolution provisions

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