

LEGAL ASPECTS OF RECEIVABLES FINANCING & ASSET BASED LENDING



16th / 17th November, 2011
MANCHESTER

PLEASE BOOK ONLINE AT
www.abfa.org.uk/publicdb/select_event.asp

COURSE DETAILS

LOCATION

The course and overnight accommodation will be held at The Midland Hotel, Peter Street, Manchester M60 2DS. Tel: 0161 236 3333

Registration on Day 1 will be at 9am for a 9.30am start and will close at 5.30pm. Day 2 will start at 9am and close at 4pm. Dinner on the night of the 16th will be held at a local restaurant. Details will be available in the joining instructions.

DURATION 2 days

COST

£475 Members
£715 Non-Members
(This includes course material, accommodation on the night of the 16th November, lunch, dinner and refreshments.)

MAXIMUM NUMBER

24

DRESS CODE

Smart casual

FOLLOW UP COURSE

Fraud & Loss Prevention

WHO SHOULD ATTEND?

The course will benefit those involved in new business or operations who wish to develop their existing knowledge of the law affecting the operation of receivables financing and asset based lending facilities.

The course is aimed at managers and those with equivalent status and experience who already have a good understanding of the law relevant to the subject matter of the course.

WHAT STUDENTS WILL LEARN

The course will help delegates broaden and develop their understanding of the law affecting the receivables financing industry.

COURSE CONTENT The topics to be covered will include:

- The legal and practical implications of terms contained in standard receivables financing documentation including:
 - Invoice finance agreements
 - Fixed and floating charges
 - Guarantees and indemnities
 - Deeds of priority
 - Waivers and acknowledgements

- Important issues to be considered when financing assets other than receivables (such as stock, plant & machinery and property).
- Legal issues affecting the financing of receivables including:
 - Clauses prohibiting the assignment of debts
 - Pursuing and rebutting reservation of title claims
 - How, in practice, the rules relating to set off affect the financing of receivables
 - Money laundering regulations
 - The Data Protection Act 1998
- Successful claims recovery - rebutting defences commonly served by guarantors.
- Controlling the 'exit strategy', techniques involved in reconstructing and re-organising businesses and formal insolvency procedures for corporate clients.
- Current issues affecting the receivables financing industry, including recent cases and impending legislation.

GUEST SPEAKERS

Bernard Barrett

Bernard is one of Britain's leading authorities on the law as it applies to the ABL industry. Bernard has led Bermans Factoring and Invoice Discounting team for over 30 years and has lectured extensively for the ABFA and its predecessors since the Educational Programme was set up.

Peter Sinnott

In-House Counsel at Bermans, Peter has a Masters from Cambridge and lectures for the ABFA and his local University as well as writing articles on his areas of specialisation: Asset Based Lending and leasing; and Bermans' popular "Guide to Factoring and Discounting Law".

David Gledhill

Head of Bermans Factoring Commercial department at Manchester; David has specialised in Company, Commercial and Insolvency law as it applies to the industry, for over 20 years. David is highly regarded for his commercial approach and practical advice.

Alex Chapman

Partner in charge of Bermans Liverpool ABL Commercial team, Alex works for industry members on non-contentious commercial issues, particularly on matters of security, take-on and due diligence.

Julie Hunter

Partner in charge of Bermans Factoring litigation team, Julie has over 16 years experience in conducting recoveries for the industry and lectures for the ABFA as well as providing in-house training to industry members.

"Excellent Course. Thoroughly enjoyed the sessions."

"The speakers are always well informed, up to date and good at explaining the issues in a concise style and keeping them relevant to my role."

CANCELLATION POLICY FOR DAY COURSES

- Any changes or cancellations to bookings must be made in writing (email is acceptable).
- All cancellations must be received at the ABFA 45 working days before the start of the Course to qualify for a full refund.
- Written cancellations 30 working days before the start of the Course will be subject to a 50% refund.
- No refund is possible for any cancellations made after 30 working days from the start of the Course.
- We are happy to welcome a substitute delegate at any time.