



Learning Services

Principles & Practice of Factoring & Discounting

Diploma of Financial Services, component 8

This workshop analyses the difference between Factoring and Invoice Discounting and the features and benefits of these financial arrangements. How these facilities operate in practice includes facility approvals, typical security documents and their purpose, assessment of the credit worthiness of clients and the calculation of payments to clients. The risk aspects of factoring and invoice discounting are analysed and the control measures and strategies that can be utilised are considered.

This program has been developed in conjunction with the Institute for Factors & Discounters of Australia & New Zealand.

2 day program

Topics to be covered include:

Introduction to factoring and discounting

What is factoring/discounting?
Benefits over lending against receivables
Different characteristics of discounting as compared to factoring
Recourse and non recourse

History of factoring and discounting

Factoring and discounting in Australia
Growth in factoring and discounting

The benefits of factoring and discounting

How a facility operates in practice

Facility approval - factoring/discounting
Assessment of credit worthiness
Determining what should be approved for funding
Notification of assignment of debt
Payment of retention

Legal aspects of assignment of debts

Types of assignment of debt
Issues affecting assignability and problem debts
Legislative requirements

Risk aspects of factoring and discounting - how they can be controlled

Real estate security
Non-delivery of goods and services, and verification of debt
Fictitious debtors
Collusion

SYDNEY

12th & 13th August 2010

Four Points by Sheraton
161 Sussex Street, Sydney

MELBOURNE

21st & 22nd September 2010

Hilton on the Park
192 Wellington Pde, East Melbourne

AUSTRALIAN INSTITUTE OF CREDIT MANAGEMENT

ABN 79 008 455 758

AICM Learning Services – Level 3, 619 Pacific Highway ST LEONARDS NSW 2065

Telephone: 02 9906 4563

Fax: 02 9906 5686

Email: education@aicm.com.au

Web: www.aicm.com.au



REGISTRATION FORM

Please fax your registration form to 02 9906 5686 or email education@aicm.com.au

First Name Surname

Company

Mailing Address Post Code

Telephone Fax Mobile

Email Tick box if under 18yrs

Will you be undertaking this training under a Traineeship arrangement? Tick here if under 18 yrs?

Special dietary requirements For other special requirements contact AICM

Emergency contact number Name of person to be contacted

IFD or AICM Member \$1020 (GST exempt) Non Member \$1240 (GST exempt)

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General Information

Training is conducted from 9.00 am to 5.00 pm and it is recommended that you arrive 15 mins prior to commencement.
All fees are due and payable before commencement of training. Participants receive student manual and required textbooks with each component undertaken. Lunch, morning tea and afternoon teas are included in the fee.

Privacy

Personal details will remain in confidence and in accordance with the Australian Institute of Credit Management's privacy policy.

Copyright

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Liability

Whilst all care is taken in providing training, AICM does not accept any liability for the use made by the client or its employees or agents of any training, products, instruments or services provided.

Cancellation/Refund Policy

If any enrolment is cancelled between 7 & 14 days prior to commencement, a refund of 50% will be made.
Cancellations received less than 7 days before commencement are non refundable.
Any course may be cancelled by AICM if insufficient participants are registered and a full refund will be made in such cases.

Payment methods

Please find **enclosed cheque** of \$.....

OR Please note: **All credit card payments are subject to a 3% surcharge**

Visa / MasterCard / Amex / Diners #..... Expires...../.....

Cardholders Name (Printed).....Signature.....

OR EFT payment (please quote name)

Bank details as follows: **Commonwealth Bank, Artarmon NSW BSB: 062 104 Account: 1003 9560**

OR Invoice - Student Signature

* Company *Person responsible for payment - Signature Print name

A letter confirming your enrolment & a tax invoice/receipt will be emailed or sent to the above address.

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