

# Learn from the leaders

## EBRD TFP Foundation Course on Domestic and International Factoring

founded by FCI

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Sponsored by the EBRD Shareholder Special Fund



Facilitating Open Account - Receivables Finance



**European Bank**  
for Reconstruction and Development

# A wealth of knowledge



## About FCI

Founded in 1968, FCI is a global network of leading companies, whose common aim is to facilitate international trade through factoring and related financial services. Headquartered in Amsterdam, Netherlands, „FCI has over 400 members in 90 countries all over the world, and is by far the world’s largest factoring network, with member transactions representing nearly 90% of the world’s international correspondent factoring volume.

## FCI and ERBD join forces

for the TFP e-learning Programme on Factoring. A course developed by FCI professionals with in-depth knowledge and experience, which provides the practical information you need to offer a superior factoring service.

Factoring has quickly become intrinsic to international trade practices. However, specialised industry training can be hard to come by. At FCI we have the hands-on knowledge and depth of experience to support those new to the factoring industry.

## The FCI Education Programme

Developed by factoring professionals, these training events and educational courses provide the practical information you need to offer a superior service. The FCI Education Programme is globally recognised and rooted in the international factoring business. Our comprehensive online introduction to factoring is based on years of international experience in best practice by some of the best and most experienced professionals in the world.

# Factoring success in four simple steps

This course offers all new factoring staff a comprehensive online introduction to the industry. The FCI Foundation Course provides an overview of factoring including a brief history of the industry and information about FCI as well as the different types of factoring, benefits, methods, factoring business process and the mechanism of the two-factor system.

The course comprises of four modules and a glossary.

## 1 Factoring Worldwide and FCI

- Historical background and the development of factoring
- Global factoring industry
- History of FCI and the dynamics behind its formation

## 2 An Overview of Factoring

- Definition of factoring and the importance of an assignment
- Main functions of factoring
- Variations of factoring
- Comparison of factoring with credit insurance
- International factoring products

## 3 Selection & Onboarding of the Seller

- Reasons and attributes which encourage the seller to use factoring
- Seller selection criteria
- Complete sales and seller onboarding process
- Factoring and alternative trade finance products

## 4 Processes & Management of the Seller

- Factoring business process
- Meaning of the assignment of the accounts receivable and related responsibilities
- Credit cover and invoicing
- Buyer payments and buyer disputes
- Seller control and monitoring after the factoring agreement has been signed
- Two-factor business process
- Importance of the Import Factor-Export Factor relationship and their responsibilities

# Register and succeed in today's factoring industry.

Visit [www.fci.nl](http://www.fci.nl) to see when the next course takes place. You can enrol by contacting the supervisor in your organisation or by applying directly to FCI at: [fcf@fci.nl](mailto:fcf@fci.nl)

„FCI Courses are well structured tools to educate our team and to expand their knowledge of factoring. For newcomers FCI Foundation Course is a well organised and comprehensive introduction into the world of factoring.“

BNP Paribas Fortis Factor NV



Facilitating Open Account – Receivables Finance

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## Practical Information

### Who is it for?

This course is suitable for new entrants to the industry and is appropriate for staff employed at all levels within the industry with less than 12 months factoring experience.

### Assessment

The student takes an online multiple-choice examination covering the study material. The successful student will receive the FCI Bronze Certificate.

### Study material

The content has been created by the FCI Education Committee, which consists of industry professionals with in-depth knowledge and experience.

### Study time and examination

The course is designed for completion within a period of 3 months.

### Language

The course is available in English only.

### Assistance

During the course the FCI Education Director is available to all students for assistance.

### Cost

Non-members: 400 EUR/student.

### Registration details

The course is offered four times a year, starting: January, April, July and October.

Deadline for registration ends 10 working days before the start of each quarter.