

UKFT SEMINARS 2010

Essential briefings for busy fashion people – each one a 90-minute update on the hottest fashion and export topics – join us at 5 Portland Place (or from October at our new office at 3 Queen Square, WC1N 3AR).
For full details and a booking form, please email.

9th February – TREND PREDICTOR SPRING/SUMMER 2011

14th April (Wednesday, 4.30 to 6pm) – **ShowTalk**

21st April (Wednesday, 4pm) – **TERMS & CONDITIONS**

Up to date T&C's offer the best possible protection for your business; Tim O'Callaghan from solicitors Arnold Fooks Chadwick sums up what you need to know and answers individual questions on your own T&C's. Email: laurian.davies@ukft.org

29th April (Thursday, 4.30pm) – **DEALING WITH DISTRIBUTORS**

You sell to them, they pay you, and they sort out the market...or is it really that simple? Stephen Sidkin, of the fashionlaw group at Fox Williams will show you the way, with some sobering examples from our industry. Email: Laurian.davies@ukft.org

26th May (Wednesday, 4pm) – **FIRST STEPS IN EXPORT**

Which market/s would be right for you? Which exhibition? What about the paperwork? A very informal briefing with plenty of time for questions, and a chance to talk to other first time exhibitors. Email: laurian.davies@ukft.org

27th May (Thursday, 3pm) – **SELLING TO JAPAN**

Everyone wants a slice of this lucrative market – but is it for you, what do buyers expect, how can you develop sales there? Hear how successful exporters developed business there. Email: laurian.davies@ukft.org

22nd June (Tuesday, 3pm.) – **TREND PREDICTOR AUTUMN/WINTER 2011**

Colours, shapes and looks from the catwalk - the key fashion trends for women's, men's and childrenswear. Email: laurian.davies@ukft.org

14th July (Wednesday, pm) – **SELLING TO THE USA**

The largest developed market for fashion outside the EU – successful exporters to the States reveal their successes (and their false-starts) in building business across the Pond. Email: laurian.davies@ukft.org

27th October (Wednesday, 4pm) – **THE MARKET IN INDIA**

An industry panel, including speakers from the UK and India, discusses recent developments, the dynamics of the retail scene, and future possibilities in this fast-growing market. Email: laurian.davies@ukft.org

At 3 Queen Square, WC1N 3AR

2nd November (Tuesday, 4pm) – **Really GETTING PAID**

Practical, sensible steps to take before you get an order, when you confirm an order, and when you deliver the order – to ensure that you get paid on time, and in full. Tim O'Callaghan of Arnold Fooks Chadwick (solicitors) and Joey Jackson of The Jacksons (designer, wholesaler, and exporter) and Peter Ayling of HSBC Invoice Finance (UK) Ltd explain how it's done in the fashion industry. Email: laurian.davies@ukft.org

At 3 Queen Square, WC1N 3AR

3rd November (Wednesday, 4.30 to 6pm) – **ShowTalk**

Thinking of exhibiting overseas? Been "invited" to show somewhere? Come and meet the UKFT Exports team and discuss which overseas exhibitions might be right for you. A drop-in event for new and potential exporters. Email: laurian.davies@ukft.org

At 3 Queen Square, WC1N 3AR

4th November (Thursday, 4pm)

A Seminar with Hays Macintyre – "Top Finance and Tax Tips for fashion & textile businesses"

A simple cash flow forecast monitored regularly, well managed relationships with your bank as well as with your suppliers, and thoughtful planning of your payments – these can all go a long way to running a successful business. Tax, VAT and payment schemes will also be covered in this informal seminar, with plenty of time for questions! Email: laurian.davies@ukft.org

At Hays Macintyre, WC1V 6AY

10th November (Wednesday, pm) – **SELLING TO THE UK HIGH STREET**

Are you ready for selling to the high street? Can you handle the business? Industry specialists dismiss preconceptions and highlight successes. Email: laurian.davies@ukft.org

At 3 Queen Square, WC1N 3AR

17th November (Wednesday, pm) – **PUBLICITY AND PROMOTION**

How can you get publicity in the press and online? How can you get your name better known? Industry professionals discuss what to do to attract interest from the press, or how to put them off you completely! Email: laurian.davies@ukft.org

At 3 Queen Square, WC1N 3AR

23rd November – PROTECT YOUR INTELLECTUAL PROPERTY – FROM TRADEMARKS TO DESIGNS **At 3 Queen Square, WC1N 3AR**

You've designed it and originated it, but how can you protect it? Specialist lawyers advise on practical steps for designers and manufacturers to take to protect their IP. Email: laurian.davies@ukft.org

For up to date industry news and more events listings, check our website at www.ukft.org