

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. For full details and a booking form, please email us

9th February – TREND PREDICTOR SPRING/SUMMER 2011

24th March (Wednesday, 4.30pm) – **DEALING WITH DISTRIBUTORS – NOW RESCHEDULED TO 29TH APRIL**

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

Thinking of exhibiting overseas? 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

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

28th April (Wednesday, pm) – **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

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

It's very appealing, the idea of having a distributor for your brand. 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, pm) – **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

9th June (Wednesday, pm) – **SELLING TO MIDDLE EAST**

Who's selling there? What's the best way to sell? Cultural considerations and getting paid; industry speakers share their experiences. Email: laurian.davies@ukft.org

23rd June (Wednesday, 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

13th October (Wednesday, pm) – **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. A solicitor takes you through all the basics. Email: laurian.davies@ukft.org

20th October (Wednesday, pm) – **SELLING TO INDIA**

An industry panel discusses recent developments and future possibilities in this fast-growing market. Email: laurian.davies@ukft.org

27th October (Wednesday, pm) – **PROTECTING YOUR INTELLECTUAL PROPERTY – FROM TRADEMARKS TO DESIGNS**

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

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

Thinking of exhibiting overseas? Come and meet the UK Fashion 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

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

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

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