



# Complimentary First Sale for Export Principle Training

**Date:** September 27, 2016

**Time:** 08:30-14:30/ 13:15-18:00

**Location:** Hong Kong

[RSVP](#)



KPMG is offering a complimentary First Sale for Export Principle training seminar for importers, exporters, factories, vendors, and buying agents. KPMG will be offering these sessions in English (morning session) and Mandarin (afternoon session). When registering please choose which session you would like to attend. You can attend both sessions if desired.

[Chinese version](#)

**Date** September 27, 2016

**Location** KPMG  
23th Floor, Hysan Place  
500 Hennessy Road  
Causeway Bay, Hong Kong

**Summary** KPMG International cordially invites you to join us on Tuesday, September 27, 2016, for a complimentary training seminar and networking event focused on the First Sale for Export Principle as it relates to shipments entered into the commerce of the United States. KPMG will also address vendor issues/concerns, best practices, and benefits as they relate to the First Sale for Export Principle.

Many U.S. companies are utilizing this planning strategy, but the rules and interpretations are not always easy to navigate. The training will examine how to establish the appropriate documentation and facts to satisfy a First Sale for Export declaration and explain practices that leading companies apply daily.

Training session participants that are currently enrolled in or are interested in becoming part of a U.S. buyer's First Sale for Export program can also attend a tutorial for KPMG's LINK Portal. KPMG's LINK Portal is an exciting web-based solution that KPMG pioneered to efficiently collect First Sale information on behalf of U.S. buyers.

This seminar is applicable to both importers and exporters of products to the United States as well as factories, vendors and buying agents. In addition, the session will also provide a unique opportunity for participants to network with representatives from a range of companies with trade operations encompassing the United States and

Asia. The below agenda includes both basic and advanced First Sale topics.

**Agenda**

<b>Morning (English):</b>	
8:30 a.m. – 9:00 a.m.	Registration/coffee
9:00 a.m. – 9:45 a.m.	The First Sale for Export Principle
9:45 a.m. – 10:30 a.m.	Basic First Sale Requirements/Participation Benefits
10:30 a.m. – 10:45 a.m.	Coffee Break
10:45 a.m. – 11:15 p.m.	Potential First Sale Structures
11:15 a.m. – 12:00 p.m.	First Sale Transaction Review
12:00 p.m. – 12:45 p.m.	First Sale LINK Portal Tutorial
12:45 p.m. – 1:15 p.m.	Advanced First Sale Topics
1:15 p.m. – 2:30 p.m.	Networking Lunch
<b>Afternoon (Mandarin):</b>	
1:15 p.m. – 2:30 p.m.	Networking Lunch and Afternoon Session Registration
2:30 p.m. – 3:00 p.m.	The First Sale for Export Principle
3:00 p.m. – 3:30 p.m.	Basic First Sale Requirements/Participation Benefits
3:30 p.m. – 4:00 p.m.	Potential First Sale Structures
4:00 p.m. – 4:30 p.m.	First Sale Transaction Review
4:30 p.m. – 4:45 p.m.	Coffee Break
4:45 p.m. – 5:30 p.m.	First Sale LINK Portal Tutorial
5:30 p.m. – 6:00 p.m.	Advanced First Sale Topics

**Instructors**

This training will be led by senior professionals with extensive First Sale experience from the Trade & Customs practices of KPMG International's U.S. and Hong Kong member firms.

## 邀請帖

### 首次銷售原則研討會

[登記](#)

本免費研討會適合任何與美國有貨物往來的進出口商、工廠、供應商以及採購代理。畢馬威將以英文形式（上午場）和普通話形式（下午場）進行本次研討會。請您在登記時選擇參加哪一場研討會。您也可以選擇同時參加上述兩場研討會。

**日期** 2016年9月27日

**地點** 畢馬威 (KPMG)  
香港銅鑼灣軒尼斯道500號希慎廣場23樓

**簡介** 畢馬威國際誠邀您參加將於2016年9月27日舉辦的免費研討會。本次研討會主要涉及美國的首次銷售原則，因此與輸美銷售貨物有關。畢馬威還會探討供應商方面存在的問題及擔憂、相關最佳實操以及益處。

目前許多美國公司都在運用這個原則，不過其規定和解釋並不容易理解。本次研討會將探討符合首次銷售原則所需具備的文檔要求和事實條件，以及介紹業內龍頭企業採用的一般做法。

目前已經參加或有興趣參加美國買家首次銷售項目的與會者還可以參加畢馬威的“KPMG LINK Portal”網上平台輔導教程。KPMG LINK Portal 是畢馬威開創的一個網絡系統，能有效地為美國買家收集首次銷售的信息。

本次研討會適用於與美國有貨物往來的進出口商、工廠、供貨商以及採購代理。該活動亦會為參加者提供一次難得的交流機會，與會者可通過本次研討會接觸到在美亞之間開展貨物貿易的各類公司代表。以下議程涵蓋了首次銷售原則的基本和進階話題。

#### 議程

##### 上午 (英語):

上午八時半至上午九時	登記
上午九時至上午九時四十五分	首次銷售原則
上午九時四十五分至上午十時半	首次銷售原則基本要求 /參與的好處
上午十時半至上午十時四十五分	茶歇
上午十時四十五分至上午十一時十五分	交易架構範例
上午十一時十五分至下午十二時	交易審閱
下午十二時至下午十二時四十五分	Link Portal教程
下午十二時四十五分至下午一時十五分	首次銷售原則的進階話題
下午一時十五分至下午二時半	午餐

##### 下午 (普通話):

下午一時十五分至下午二時半	午餐和下午場登記
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下午二時半至下午三時	首次銷售原則
下午三時至下午三時半	首次銷售原則基本要求 /參與的好處
下午三時半至下午四時	交易架構範例
下午四時至下午四時半	交易審閱
下午四時半至下午四時四十五分	茶歇
下午四時四十五分至下午五時半	Link Portal教程
下午五時半至下午六時	首次銷售原則的前沿話 題

## 講師

本次研討會的講師來自畢馬威國際的美國及香港成員，他們都是貿易及海關業務部門資深專業人員，擁有豐富的首次銷售原則經驗。

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