



### Customs/AEO, Liability und Insurance

With a thorough knowledge base of the statutory regulations and the fundamental requirements of national and international transport, you and your staff will be competent contact persons for business partners and clients.

We are your basic education provider in these areas, but we also help you refresh your skills on a regular basis, enhance and build upon your skills, spanning from the most basic to AEO status.



### Knowledge of Logistics and Games

Let's learn differently...more playfully!

How does supply chain management work? What steps take place from the point of registration of a shipment up to the delivery to the recipient? Trainees, staff and management learn logistics through play, understanding the events and processes in a more concrete way, making them fit for day-to-day challenges.

We can even create special games for your particular enterprise...even within an international context, if you like,



### Training in "the Virtual Classroom"

We are proud to offer training in a virtual classroom setting!

The learning experiences and acquisition of knowledge from Live-Online-Seminars of our quality standards make **LLION** stand out considerably from the widely used webinars of today. It is the professional alternative to presence training or other e-learning formats. We offer Live-Online-Seminars in demanding areas such as management training and sales training, but also in all sectors of logistics; e.g., customs, liability and insurance, employment standards.

### Time and Cost Effective

With LLION Seminars you can avoid the high costs of seminar tourism: travel, hotel and meal costs. Possibly/ultimately saving you up to 60%.

### Assured Transfer of Knowledge

LLION Seminars are cultivated through lively, social learning in a small group atmosphere. In short: Modular learning in a 90 minute framework allows more meaningful education. A transfer effective advantage!

### Higher Quality

LLION Seminars offer a high quality of learning. Social and interactive-, adaptable to individual needs-, concept oriented- activities lead to, successful results. No Power Point read-alouds. Simply better! Simply LLION.



In this flyer we just list a few of the learning themes we offer. Please visit our websites for a full list: [www.lobraco.de](http://www.lobraco.de) and [www.llion.eu](http://www.llion.eu).

## PROGRAM OVERVIEW

training, consulting and coaching



in our transport and logistic world

### Lobraco Akademie GmbH

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The Lobraco Akademie, Germany is your competent and innovative partner for training, performance, coaching and consulting in transport and logistics as well as in the shipping industry, particularly for:

- **Air Safety and Hazardous Goods Management and Leadership**
- **Sales and Customer Service**
- **Distribution, Storage and Transport**
- **Customs/AEO, Liability and Insurance**
- **Logistics Knowledge Proficiency und Learning Through Games**

At the heart of our enterprise is the enhancement of the day-to-day operation of our client's business through customized education. More simply stated:

#### **Performance Improvement**

The workplace:

Our approach and the range of topics we offer for learning and continuing education result in successful implementation of best practices. We take care to ensure that all mandatory legal requirements and educational qualifications are fulfilled– or more specifically:

#### **The Guarantee of Adherence to all Legal Regulations**

Take advantage of our well established expertise and acumen in the realm of transportation and logistics for the benefit of your staff and your company/operation.

**We will make you ...**



Christian Buchenthal  
Managing Director



#### **Air Safety und Dangerous Goods**

Absolute safety is the top priority for airfreight. All those involved must be schooled in the respective regulations, as per DVO (EU) 2015/1998 and the IATA-DGR guidelines.

Whether you are the shipper, manufacturer, known consignor, transporter or regulated agent, we will accompany you, and educate you and your staff comprehensively in the following areas:



#### **Management and Leadership**

We have developed diverse management and professional conduct training courses for you. The seminars are designed for specific target groups, as well as for business and industry workers and administrators.

Together with you we will develop management guidelines and/or we will make strategic plans for the professional development of your staff, creating special programs to build skills and build upon skills.



#### **Sales and Customer Service**

How do you make your clients your biggest fans? Are the telephone skills of your staff a "welcome card" for your business? Is your sales department successful in finding, maintaining and attracting new clients?

We match our branch specific seminars to your needs. Our analyses, for example, "Mystery Shopper", provide insight into current performance and necessary improvements. Our coaches ensure that new practices are ready to be put into place = a future of growing success for your company!



#### **Distribution, Storage and Transport**

Is it possible to have dispatchers who deal in a professional, cost conscious and customer oriented way; warehouse and cargo handling personnel who can organize the process and discharge of shipments professionally and securely? Yes it is! Just contact us: we will support you with our status quo- and process analysis, as well as our presence (in-house and Live-Online-Seminars "LLION").