



Exporting: First Steps to Success



This seminar will discuss how to identify potential export markets and discuss logistics of exporting your product from the US.



Overview:

❖ *This seminar will introduce the following topics:*

- ✓ Identifying Favorable Export Markets
- ✓ Due Diligence (Customer Screening)
- ✓ Negotiating with Foreign Customers
- ✓ Payment Terms
- ✓ INCOTERMS (Terms of Sale)
- ✓ Export Documentation and Recordkeeping
- ✓ Financing Options for working capital and Receivables
- ✓ Laws and Regulations governing US Exports

Who should attend?

- Export compliance officers
- International sales reps
- Logistics coordinators
- Company owners
- Marketing managers

Date: Tuesday, April 29, 2008

Location: William J. Douglass Corporate Training Center, 764 Bessemer Street, Meadville, PA 16335

Time: 9am – 12:30pm

Cost: \$40

Presented by:

Steven Murray, US Commercial Service
Adam Mook, Gannon University Small Business Development Center
Claudia Garcia, Northwest Commission

To register: Call 814-871-7232