

An Introduction to

EXPORTING

A 3-hour interactive session on the fundamentals of Exporting

You heard about the support for exporting given at the highest level in government, from President Obama to Governor McDonnell. Their basic message: exporting creates and retains American jobs! It is good for America and for Virginia!

Now learn what exporting can do for you and your company!

Join other area businesspeople to find out about:

- Business aspects of exporting. Why should your company “bother” with exporting? Financial considerations.
- Are there foreign markets that want/need your products or services? How can you determine that?
- Are your products or services suitable for export? Do they require safety certifications? Foreign licenses?
- Do your products or services fall under US Export Control regulations? Do they require an US Export license?
- Is it difficult to get started with exporting? How do you start? Who can help you?
- What foreign markets make sense to your company, for your products? How do you pick the “right” foreign markets?
- Is help with export-startup available, and, if so, how much does it cost?
- Will you need a representative, agent, or distributor to serve the foreign market? How do you find one of those?
- How can you be sure that you will get paid by your foreign customers? Does cash-in-advance make sense? Letter of Credit?and many more subjects of interest to new and established exporters.

This will be an interactive, interesting session with plenty of opportunity for you to get involved and ask questions!

Who should attend?

Suggested job functions:

Business owners/managers, operations managers, sales & marketing personnel, & other key employees involved with sales and export functions.

Suggested business types:

Manufacturing- and Service Companies with exportable products or services that are new-to-export or have minimal export experience and wish to do more.

Also, any experienced export companies with new management or sales employees that have limited export experience. Get them up to speed quickly!

Free admission, but pre-registration is required!

Limited seating. We will confirm your registration by e-mail.

Register on form provided and fax to 276-623-1542.

Presented by:



Virginia Economic Development Partnership [VEDP]

International Trade Division, Regional Office – Abingdon

Serving business clients in Southwest Virginia

Diane Thomas, International Trade Manager

16325 Taylor Place, Abingdon VA 24211

Ph: 276-623-1536 dthomas@yesvirginia.org

Co-sponsored by:



"Introduction to Exporting"

A 3-hour interactive session on the fundamentals of Exporting

Pre-Registration for session in

Abingdon, VA

May 4th, 2010 9am – noon

at the

Southwest Virginia Higher Education Center

One Partnership Circle

Room 233

Abingdon, VA 24210

Note: Participation in our free sessions is limited to personnel of Virginia-based companies

Please print & complete and fax this form to
276-623-1542

or scan & e-mail form to
dthomas@yesvirginia.org

You will receive confirmation of your registration by e-mail

Company name: _____ Main phone: () _____

Company web site: _____ Check if member of Chamber of Commerce

Location address (street): _____

Location address (city): _____ ZIP: _____

Mailing address: check if same as physical address PO Box _____ City: _____ ZIP: _____

Mailing address (other) _____

Primary company products or services: _____

Check one only: Currently NOT exporting, but interested Currently exporting Currently exporting & importing

Registrants: (3 max from same company) (NOTE: if more than 3, we will consider a special session for your company only. Contact Diane Thomas 276-623-1536)

1. Full name: Mr. Ms. _____

Job Title / Job Function: _____

Phone number: () _____ check if direct phone:

E-mail address (req'd): _____

2. Full name: Mr. Ms. _____

Job Title / Job Function: _____

Phone number: () _____ check if direct phone:

E-mail address (req'd): _____

3. Full name: Mr. Ms. _____

Job Title / Job Function: _____

Phone number: () _____ check if direct phone:

E-mail address (req'd): _____

Note: since most of our communications are via e-mail, we require a valid e-mail address for each registrant.

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