

“The Basics of International Trade” Seminar Series



Registration Details:

Participants may register for each session individually or purchase a discount package for all 4 sessions - \$175 (members) \$250 (non-members).

Member price applies for Chamber, SAMA and GOITA members.

To register, please visit www.springfieldchamber.com/tradeseminar or contact Emily Denniston at 862-5567.

Session 1 – Is my company ready to export?

February 5, 2009

11:30 a.m. – 3:00 p.m.

Springfield Area Chamber of Commerce

202 S. John Q. Hammons Parkway

Cost: \$50 (members) \$75 (non-members)

Ninety-five percent of the world’s consumers live outside the United States. Are you interested in reaching that market? Come hear small businesses share their success stories and lessons learned as you consider the benefits of exporting. This session will:

- Provide tools and tips to evaluate your company’s export potential
- Give participants a basic understanding of market research
- Outline available export assistance programs
- Offer tips on how to develop an export plan

Session 2 – The “nuts and bolts” of getting started

February 18, 2009

7:30 a.m. – 3:00 p.m.

Springfield Area Chamber of Commerce

202 S. John Q. Hammons Parkway

Cost: \$50 (members) \$75 (non-members)

This session will provide an overview of the basic details involved in making an international transaction. Topics covered will include export control and compliance, export documentation and accurately classifying your product. And how do you get your product from southwest Missouri to Southeast Asia? Expert business advisors will teach you about the logistics of international shipping and offer tips for locating an international distributor.

Session 3 – So how do I get paid?

March 18, 2009

7:30 a.m. – 2:00 p.m.

Springfield Area Chamber of Commerce

202 S. John Q. Hammons Parkway

Cost: \$50 (members) \$75 (non-members)

You’ve received an international inquiry and it looks like you can make the sale. But here is what keeps you up at night: how do I get paid? This session will focus on the financial and legal considerations of exporting, providing a general overview of key issues such as:

- International methods of payment
- Financing export transactions
- Trade credit insurance
- Intellectual property protection

Session 4 – The basics of importing

April 8, 2009

7:30 a.m. – 2:00 p.m.

Springfield Area Chamber of Commerce

202 S. John Q. Hammons Parkway

Cost: \$50 (members) \$75 (non-members)

For some businesses, the importation of products from abroad means great sales opportunities in the U.S. Could this approach work for you? This session will introduce participants to some of the issues associated with international sourcing of finished products, components or raw materials, as well as other forms of importing. Key topics covered will include:

- How to find out about import controls and special requirements
- How to evaluate the reputation and credibility of a foreign seller
- How to finance your import purchase
- Shipping and logistics considerations
- Customs entry documentation and preferential duty programs
- Relationships with your supplier / Maintaining quality control

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