



Expanding Your Business Around the World



Excellence in Export EducationSM

Date: Wednesday, October 30th
Place: Albemarle County Conference Ctr.
1600 5th Street Extended, Room A
Charlottesville, VA 22902
Time: 8:30 a.m. to 4:30 p.m.
Cost: \$65

About Export University

Export University is a series of courses on exporting designed by the District Export Council, a volunteer non-profit organization associated with the U.S. Commercial Service. The objective is to help U.S. companies begin an export initiative and gain new skills and innovation in expanding their international sales.

At this event you will learn:

- Key export tips from experts
- Legal essentials, traps for the unwary
- How to extend open account terms to overseas customers while protecting yourself
- How to gain entry into new markets and increase your international sales
- How to avoid costly mistakes and clear customs

Registration:

<http://tinyurl.com/mzd6kz7>

Questions/Contact:

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Agenda

8:30 – 9:00	Coffee & Networking
9:00 – 9:10	Welcome and Opening Remarks
9:15 – 9:45	Finding International Partners and Buyers <i>U.S. Commercial Service</i>
9:45 – 10:45	Global Payment Options, Mitigating Risk <i>Federico Manno, Fulton Bank</i>
10:45 – 11:00	BREAK
11:00 – 12:00	Legal Aspects of Exporting <i>John Huddle, The Global Law Group</i>
12:00	Lunch
1:00 – 1:30	Identifying Your Competitive Advantage <i>Virginia SBDC-George Mason University</i>
1:30 – 2:30	Role of Freight Forwarders <i>Kathy O’Keefe, John S. Connor Inc..</i>
2:30 – 3:00	BREAK Networking
3:00 – 3:15	The Weakening Dollar and Mitigating Risk
3:15 – 3:45	Export Credit Insurance <i>Michael Filchock, SunTrust Bank</i>
3:45 – 4:15	VEDP Resources to Grow Internationally <i>VA Economic Development Partnership</i>
4:15	Networking

** Speakers and content subject to change*

This event is sponsored in part by:

Fulton Bank

