



Expanding Your Business Around the World



Excellence in Export EducationSM

**Place: Roanoke Chamber of Commerce
210 S. Jefferson Street
Roanoke, VA 24011**

Date: Tuesday, October 8, 2013

Time: 8:30 a.m. to 4:30 p.m.

Cost: \$49

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 overseas customs

Registration:

<http://tinyurl.com/q48v65o>

Questions/Contact:

Aaron Miller: 703-277-7715

amille2@gmu.edu

Tom Tanner: 540-983-0717 ext. 103

TTanner@roanokechamber.org

Agenda

8:30 – 9:00	Coffee & Networking
9:00 – 9:15	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>Michael Filchock, SunTrust 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 Keynote <i>TMEIC</i>
1:00 – 1:30	Identifying Your Competitive Advantage <i>Virginia SBDC-George Mason University</i>
1:30 – 2:30	Role of Customs Brokers and Freight Forwarders <i>Jim Loux, Allegheny Logistics Group.</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>Federico Manno, Fulton 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:

