



Export University: Expanding Your Business Around the World

Thursday November 21st
George Mason University,
Founder's Hall

3351 Fairfax Dr., Arlington, VA 22201

7:30 a.m. to 7:00 p.m.

Fee is \$65

Registration <http://tinyurl.com/lfbjrcr>

Highlights include concrete lessons from business executives responsible for establishing strategic direction and driving international growth; key tips for selling services internationally, and more.

In addition, learn:

- How to find and vet overseas partners
- How to get paid and working capital solutions
- Legal essentials and traps for the unwary
- How to clear overseas customs
- Government resources for international expansion

Export University is a full day of seminars and networking designed by the Virginia/DC District Export Council (DEC) to help companies gain new skills for expanding their international sales.

The Virginia/DC DEC is a nonprofit organization comprised of business leaders appointed by the U.S. Secretary of Commerce.

Agenda

7:30 – 8:00	Coffee & Networking
8:00 – 8:15	Welcome and Opening Remarks
8:15 – 9:00	Case Studies: Gov. Resources for Exporters <i>U.S. Commercial Service, SBDC, clients</i>
9:00 – 10:20	Key Tips for Exporting Services <i>Leo A. Daly, Los Alamos Technical Associates, Blacklin Associates</i>
10:20 – 10:40	BREAK
10:40 – 12:00	International Business and Culture <i>TMEIC, Precision Tune Auto, Association for Manufacturing Technology</i>
12:00 – 1:00	Lunch
1:15 – 2:15	Freight Forwarders & Logistics Providers <i>John S. Connor, Inc., U.S. Postal Service</i>
2:15 – 3:15	Global Payment Methods <i>SunTrust Bank, Fulton Bank</i>
3:15 – 3:45	Networking Break
3:45 – 4:45	Legal Issues for Exporters <i>Global Law Group, Jones Day</i>
4:45 – 5:00	Concluding Remarks
5:00 – 7:00	Networking Reception

** Speakers and content subject to change*

Questions/Contact:

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