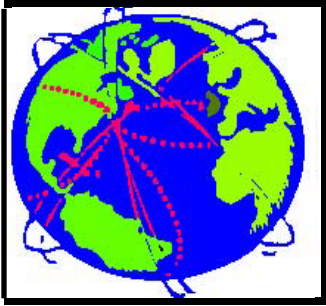




Greater New Orleans Region
3330 North Causeway Blvd., Suite 422
Metairie, LA 70002
Phone: 504-831-3730 Fax: 504-831-3735

“Getting Started in Exporting & Importing”

This intensive, four-session training program is designed for individuals wishing to start their own export or import business, as well as for new employees with companies already engaged in international trade.



Includes free consulting in the areas of:

- International Market Research
- International Banking and Finance
- International Logistics
- International Legal Matters

Part 1

Tuesday
August 17, 2010
12:30 – 5:00 PM

“Getting Started in Exporting & Importing”

- Introduction
- Keys to Export and Import Success
- Making Contacts: Local and Foreign Assistance
- Channels of Distribution, Drafting Contracts
- Selecting and Preparing Products for Export and Import

Part 2

Thursday
August 19, 2010
12:30 – 5:00 PM

Pricing, Terms, Quotations, and Customs Entry Procedures

- Export and Import Pricing, INCOTERMS and Quotations
- Export and Import Licenses and Regulations
- Customs Entry Procedures

Part 3

Tuesday
August 24, 2010
12:30 – 5:00 PM

International Banking, Financing, Transportation, and Documentation

- International Banking & Financing
- Methods of Payment. Letters of Credit
- International Freight Forwarders and Customs Brokers
- International Transportation, Documentation & Logistics

Part 4

Thursday
August 26, 2010
12:30 – 5:00 PM

International Marketing Plans

- International Market Research
- Preparing Your Export Marketing Plan
- Preparing Your Import Marketing Plan
- The Cultural Environment of International Business

Pre-registration and Pre-payment Encouraged – Limited Seating– Cost includes all sessions and books

For more information, call 504-831-3734 or 504-831-3730

The Louisiana Small Business Development Center (LSBDC) operates in partnership with the US Small Business Administration and the LA Department of Economic Development. The support given by the U.S. Small Business Administration through such funding does not constitute an expressed or implied endorsement of the cosponsors or participants' opinions, products, or services. The SBDC does not discriminate against anyone based on color, sex, race, religion or ethnic background. Accommodations for handicapped persons will be made upon notification prior to the event by calling SBDC.

“Getting Started in Exporting and Importing”

DATES: August 17, 19, 24 & 26, 2010

LOCATION: SBDC Offices, 3330 N. Causeway Blvd. Suite 447, Metairie, LA. 70002

PARKING: Free, behind UNO Jefferson Building

COST: \$160.00 for 4-Part Export/Import Seminar Series with **BOOKS** Included

\$120 for WTC members and Full-Time Students (With proof of enrollment)

WTC Member: Yes ___ **Full-Time Student: Yes:** ___

PLEASE PRINT CLEARLY:

Form of Payment: ___ Cash ___ Money Order ___ Check
___ Credit Card (Complete Card Info on next line)
___ VISA ___ Master Card Credit Card #: _____
Expiration Date: _____

Name as it Appears on the Card: _____

Signature: _____

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Cell: _____

Fax: _____

E-mail: _____

Area of Interest: ___ Export ___ Import

Countries of Interest: _____

Products/ Services: _____

Register Now - Limited Seating

Pre-registration and payment encouraged to hold your seat in this program

Make Check or Money Order
Payable To:

Loyola University

And Mail to:

LSBDC Greater New Orleans Region
3330 N. Causeway Blvd. Ste 422
Metairie, LA 70002

Attention: International Trade Program

Or FAX this form with Credit Card Info to:

LSBDC-GNOR at 504-831-3735

Or to pay with credit card over the phone
Call 504-831-3730
with Credit Card information ready



The SBDC will not discriminate against anyone based on color, sex, race religion, creed, or ethnic background. Special arrangements for handicapped individuals will be made with reasonable prior notification.

Co-Sponsors:

U.S. Customs & Border Protection
U.S. Export Assistance Center
World Trade Center

LSBDC-GNOR
International Trade Program
Information:
Phone: 504-831-3734