



Expanding Your Business Around the World



Excellence in Export EducationSM

Date: Tuesday, March 29th

Place: 202 Church St SE,
Leesburg, VA 20175

Time: 8:45 a.m. to 4:30 p.m.

Cost: \$65

Registration: <http://tinyurl.com/h4qmtb8>

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

Questions/Contact:

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Agenda

- 8:45 – 9:15 **Coffee & Networking**
- 9:15 – 9:30 **Welcome**
Buddy Rizer, Loudoun County
John Saylor, Virginia/DC DEC
- 9:30 – 10:30 **Government Resources for Exporters Panel**
- 10:30 – 11:15 **Export Financing**
Federico Manno, Fulton Bank
- 11:15 – 11:30 **BREAK**
- 11:30 – 12:15 **Legal Aspects of Exporting**
Ken Nunnenkamp, Dentons
- 12:15 **Lunch**
- 1:00 – 1:45 **Global Market Entry Strategy**
Judy Zakreski, CTS
- 1:45 – 2:30 **Planning for a B2B Tradeshow**
Mario Winterstein, IBDGi
- 2:30 – 2:45 **BREAK**
- 2:45 – 3:30 **Role of Freight Forwarders**
Kathy O'Keefe, ECS
- 3:30 – 4:15 **Global Payment Options**
Michael Filchock, HSBC
- 4:15 – 4:30 **Wrap-up & Networking**

* Speakers and content subject to change

This event is sponsored in part by:

Fulton Bank



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