



## **Export/Import Seminar**

Location: JEDCO 3445 N. Causeway Blvd. Suite 300 Metairie, La 70002

This intensive, executive program targets companies and individuals interested in international trade.



Upon successful completion of the program, you will receive a certificate from the LSBDC-GNOR, International Trade Program.

### Also includes free counseling in the areas of:

- International Market research
- International banking and finance
- Documentation and Transportation
- International legal matters

### <u>Part 1</u>

Monday February 18 12:30 – 5:00 PM

### **Import/Export Strategies And Market Research**

- The Export and Import Business
- Keys to Export and Import Success
- Local and Foreign Assistance
- International Market Research Programs

### Part 2

Wednesday February 20 12:30 – 5:00 PM

### Pricing, Terms, Quotations, and Customs Entry Procedures

- Export and Import Licenses
- Preparing Products for Export and Import
- Pricing Strategies
- Terms of Sale and Quotations
- Customs Entry Procedures

### Part 3

Monday February 25 12:30 – 5:00 PM

## International Banking, Financing, Transportation, and Documentation

- International Banking in Louisiana
- Methods of Payment and Export/Import Financing
- International Freight Forwarders and Customs Brokers
- Export and Import Documentation

#### Part 4

Wednesday February 27 12:30 – 5:00 PM **International Marketing Plans** 

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

# Pre-registration and Pre-payment – Cost \$160 includes all sessions and books For more information, call 504-202-6745 or 504-864-7942

The Louisiana Small Business Development Center (LSBEDC) operates in partnership with the US Small Business Administration under Cooperative Agreement 7-603001-Z-0019-23 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.

# Export/Import Seminar Registration Form

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

WTC Members and Full-Time Students with Proof of Enrollment pay \$120	
PLEASE PRINT CLEARLY: (WTForm of Payment: Cash Money Order Credit Card (Complete Card Info on next VISA Master Card Credit Expir	Check
Name as it Appears on the Card:	
Signature:	There are a limited number of seats.
Name:  Company:  Address:	Pre-registration and payment encouraged to hold your seat in this program  Make Check or Money Order Payable To:
City: State: Zip:	LSBDC-GNOR  And Mail to: LSBDC Greater New Orleans Region
Phone: Cell:	3330 N. Causeway Blvd. Ste 422 Metairie, LA 70002 Attention: International Trade Program
E-mail:	Or FAX this form with Credit Card Info to:
Area of Interest: Export Import	LSBDC-GNOR at 504-831-3735
Countries of Interest:  Products/ Services:	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 World Trade Center **JEDCO** 

U.S. Export Assistance Center

### LSBDC-GNOR

**International Trade Program** Information:

Phone: 504-202-6745 or 504-568-8186