

# 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

**Part 1**

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**

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