

2010 Export/Import Workshops

• Clovis •

BASICS OF EXPORTING

Curious about the advantages and risks associated with exporting? Need more information to take your next step in the international marketplace? Is your company ready to export? Have questions about exporting your product or services?

This introductory workshop is for those interested in exploring the world of international business. The program will cover:



- Step-by-Step Export Process
- Selling: Domestic vs. International
- Export Readiness
- Export Logistics & Documentation
- Methods of Payment
- Terms of Sale (Incoterms)
- Developing an Export Strategy

IMPORTING INTO THE UNITED STATES

Are you familiar with the legal aspects of importing? Know when and how to use a customhouse broker? Is U.S. Customs causing delays in your shipment? Can your product be imported quickly, economically and legally?

Learn the basic steps involved when importing products into the United States. Discover how you can overcome barriers to importing. The program will cover:

- Entry Process
- Import Documentation & Invoices
- Assessment of Duty
- Import Laws & Regulations
- Tariff Classifications
- Special Requirements
- Foreign Trade Zones



The workshops will be taught by industry experts, with many years of experience in international business.

PROGRAM SCHEDULE 2010

Training Dates	Basics of Exporting	Importing into the U.S.	Location
01/26/10	9am – 12pm	1pm – 4pm	Clovis, CA
03/16/10	9am – 12pm	1pm – 4pm	Clovis, CA
05/18/10	9am – 12pm	1pm – 4pm	Clovis, CA
09/21/10	9am – 12pm	1pm – 4pm	Clovis, CA
11/16/10	9am – 12pm	1pm – 4pm	Clovis, CA

Center for International Trade Development

State Center Community College District
Phone (559) 324-6401 or (888) 638-7888

Email: citd@sccd.edu;

Websites: www.fresnocitd.org; www.citd.org



TRAINING LOCATION

Center for International Trade Development

State Center Community College District
390 W. Fir Ave., Ste. 301
Clovis, CA 93611
(559) 324-6401

REGISTER NOW! (Fees are \$40.00 per workshop or \$70 to attend both)

Name: _____

Title: _____ Company: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

I will attend: Basics of Exporting Importing into the U.S. Both Workshops Amount Enclosed: \$ _____
Location: Fresno Workshop Date: _____

Make Checks Payable to: Center for International Trade Development, 390 W. Fir Ave., Ste. 303, Clovis, CA 93611