

# Exporting 101 Workshop Series

October 2014

The International Trade Center of the Illinois Small Business Development Center at Champaign County EDC is hosting a 3-part Exporting 101 workshop series in October 2014 to help businesses understand what exporting is, who to sell to, how to export, and how to get paid.

## Part 1: Who do I sell to?

October 2, 2014  
11:30 am – 1:30 pm

In Part 1, you'll learn:

- Why export? A basic guide to exporting
- Choosing the best foreign market
- Market entry & accessing risks
- Free Trade Agreements
- Overseas trade initiatives

## Part 2: How do I get it there?

October 9, 2014  
11:30 am – 1:30 pm

In Part 2, you'll learn:

- International logistics
- Foreign customs
- Export documentation
- Role of the freight forwarder
- Guest speaker: Paul Jarzombek, LR International, Inc.

## Part 3: How do I get paid?

October 16, 2014  
11:30 am – 1:30 pm

In Part 3, you'll learn:

- Different methods of international payment
- International credit insurance
- Export-Import Bank
- Letters of credit
- Guest speaker: Paul Toskin, Commerce Bank, VP – U.S. Foreign Trade Service

\$15/person for each Part of Exporting 101 or \$35/person for all 3 Parts of Exporting 101, RSVP required. Lunch will be provided. RSVP to [carly@champaigncountyedc.org](mailto:carly@champaigncountyedc.org) or 217-359-6261. Space is limited. Cash, check (made payable to: Champaign County EDC), and credit card accepted ahead of time or day of workshop.

Location:

Illinois Small Business Development Center at Champaign County EDC  
1817 S. Neil Street, Suite 100  
Champaign, IL 61820

Sponsor: International Trade Center, Illinois Small Business Development Center at Champaign County EDC  
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