

# Export Training Series

January – February 2016

The International Trade Center of the Illinois Small Business Development Center at Champaign County EDC is hosting a 3-part Export training series to help businesses understand the intricacies of exporting.

<p>Tuesday, January 19, 2016 11:30 am – 1:30 pm</p> <p>In Part 1, you'll learn:</p> <ul style="list-style-type: none"><li>• 8 steps to exporting</li><li>• Choosing the best foreign markets</li><li>• Market entry &amp; accessing risks</li><li>• How to find foreign customers</li><li>• Available grants &amp; financial resources</li></ul> <p>Speaker:</p> <p><b>Kathie Cravens</b> <i>International Trade Specialist of the Illinois Small Business Development Center at Champaign County EDC</i></p>	<p>Tuesday, January 26, 2016 11:30 am – 1:30 pm</p> <p>In Part 2, you'll learn:</p> <ul style="list-style-type: none"><li>• International logistics from small parcels to full containers</li><li>• Export documentation</li><li>• New ACE portal – replacing AES</li><li>• Fiduciary duty of U.S. exporters</li><li>• Financial resources to grow exports</li></ul> <p>Speakers:</p> <p><b>Paul Jarzombek</b> <i>LR International, Inc.</i> &amp; <b>Dennis Foldenauer</b> <i>Regional Manager of the SBA's Office of International Trade</i></p>	<p>Tuesday, February 2, 2016 11:30 am – 1:30 pm</p> <p>In Part 3, you'll learn:</p> <ul style="list-style-type: none"><li>• Various methods of international payment</li><li>• Mitigating risks</li><li>• Insuring receivables</li><li>• Letters of credit</li><li>• Documentation requirements</li><li>• Export-Import Bank update &amp; resources</li></ul> <p>Speakers:</p> <p><b>Ric Frantz</b> <i>CEO of LR International, Inc.</i> &amp; <b>Jackie Grahn</b> <i>Trade Acceptance Group</i></p>
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\$20/person for each Part or \$50/person for all 3 Parts - training materials & lunch included, RSVP required. 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

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[www.cusbdc.org](http://www.cusbdc.org)

