



Maricopa SBDC launches Global Dreams Export Development Program

What Does It Include?

Global Dreams Export Development Workshop Series

A five-part workshop series delivered by export experts and covering key areas of export success for small businesses.

One-on-one Counseling

All Maricopa SBDC counselors are SBA certified in export basics. Two counselors also hold advanced certification as NASBITE Certified Global Business Professionals (CGBP).

Export Experts Speaker Series

Local, regional, national and global experts on the tools and concepts for small business export success.

Growth Wheel®

The Maricopa SBDC is proud to now offer support through the internationally acclaimed Growth Wheel business consulting platform. The platform now also includes special small business export management tools.

SBDC Global

SBDCGlobal.com is a powerful and free online trade platform that will link the 750,000+ clients of the Small Business Development Center (SBDC) networks in the United States, Mexico, El Salvador, Belize, and Tunisia with international trade opportunities. More countries are being added.

Collaboration and Community Partners

The Maricopa SBDC is working closely with a variety of community partners to support our ecosystem for exporting businesses.

More to Come

We are developing additional export options including internship program, events calendar, resource center, and more.



Whether you are considering export for the first time, have already begun exporting or exporting is a critical part of your business...Global Dreams has something for you!

**Global Dreams
Workshop Series
April 5 - May 31, 2017
\$595 Course Fee
Waived for clients of
SBDC and
Community Partners**

**See back side for
details.**

**Sign up today at
<http://bit.ly/2I96393>
– limited space
available**



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Global Dreams Export Development Program

All of our workshops are focused on providing high-quality education and interaction with subject matter experts. You will receive useful knowledge, materials and tools to help grow your business and expert advice to get you started each session. The sessions are facilitated by an Arizona based Certified Global Business Professional (CGBP).

April 5 - Export Readiness

- Export readiness assessment tools
- Export overview
- World markets review
- Services and resources review
- Company structure implications
- Export plan basics
- Export dictionary
- Product compliance preview
- Growth Wheel® overview

April 19 - Product and Market Identification

- Discovering demand and researching markets
- Preparing a product for export
- Legal risks
- Brand implications
- Compliance basics – product/person/country restrictions
- Additional compliance considerations

May 3 - Export Financing and Risk Management

- Pricing
- Incoterms
- Invoicing
- Letters of credit
- Currency exchange risks and management
- Loan programs
- EXIM bank, insurance and more
- Compliance continued

May 17 - Export Logistics

- Incoterms re-visited
- Customs overview
- Free trade implications
- Certificates and other paperwork
- Packaging
- Partners
- Compliance continued
- Export plan refinements

May 31 - Graduation and Export Connector Event

- Celebrate completion
- Meet community partner resources
- Speed "dating" with export professionals
- Success stories

***Workshop content subject to change*

Registration is required for all SBDC Training Events - Register at Maricopa-SBDC.com – Training Page



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