



Taking Your Business Global:

Improve Your Exporting and Importing Skills

June 15-17, 2006

Port of Seattle | Pier 69 Headquarters "2DEast"

Washington State exported \$38.9 billion worth of goods to global customers in 2005. Was your business part of these increased revenues? Learn how to improve your exporting and importing skills by attending this dynamic three-day international trade seminar, "Taking Your Business Global."

WHO SHOULD ATTEND

- Small and medium sized business owners and management that would like to be export ready
- Sales, marketing and operations managers of large and medium firms
- Employees in the support and service sectors (logistics, finance, etc.)
- Mid-career professionals with a desire to gain international trade skills

WHY YOU SHOULD ATTEND

- Learn to become export ready
- Build export awareness
- Gain access to new customers
- Grow your business
- Boost profits and maximize resources
- Identify available state resources

SEMINAR HIGHLIGHTS

- **Today's International Environment - Why Go Global?**
- **Accounting and Tax Considerations**
- **International Legal Considerations**
- **Cultural Environment**
- **International Strategic Planning & Global Business Management**
- **International Economics**
- **International Marketing**
- **International Data Resources**
- **International Trade Finance**
- **International Supply Chain Management**

Registration Fee: \$395

(includes lunches, materials and Jim Foley's book, "The Global Entrepreneur")

To register

[www.learningconnections.org/
takingyourbusinessglobal](http://www.learningconnections.org/takingyourbusinessglobal)

Registration is limited.

Contact

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ABOUT THE INSTRUCTOR

James Foley coordinates a program of counseling and training in international business planning, marketing, logistics and export finance at the International Trade Center and NAFTA Opportunity Center at Bradley University. Mr. Foley teaches International Business courses at Bradley University's Foster College of Business Administration. He was recently the President of NASBITE, the North American Small Business International Trade Educators and now serves as the Director for International Trade Certification.

Mr. Foley is the author of the most comprehensive and practical look at entering international trade, *The Global Entrepreneur: Taking Your Business International*.

Daily luncheon workshops will be given by local business exporters, technical trade specialists and trade service organizations.

Presenting Sponsors:

Edmonds Community College | Highline Community College | World Trade Center Tacoma
Washington State Department of Community Trade and Economic Development