

Agents, Distributors and Preparing for Export Success

Program Overview: What if you could take along a team of experts the next time you traveled abroad to meet with your new prospective agent or distributor? Imagine a small group of professionals and experienced SC exporters there by your side during your negotiations, offering their advice and practical tips, export finance guidance, ideal Incoterms, legal considerations, and even language translation just to smooth things over.

Our April 25th **Agents, Distributors and Preparations for Export Success** workshop may be the next best thing when we will apply the mechanics of successful exporting to steps you should take - before you get on the plane - to get the most out of your negotiations with your new overseas business partners.

Friday, April 25, 2014

Clemson Small Business Development Center
One Main Street, Six Floor (Room 603), Greenville, SC 29607
(9:00 am – 4:00 pm)

\$45 per person includes morning pastries/refreshments, reference materials, and lunch. Registration and payment are required to guarantee seating.

To register, click here <http://www.sctrade.org/events.html>.

Topics Covered:

- Payment tools for competitive pricing
- Incoterms to control the export process
- Legal tips and representative agreements
- Webpage translation to boost foreign sales
- Locating qualified and interested agents and distributors
- Assessing your product's sales potential worldwide
- Grants for export marketing assistance
- Overseas marketing opportunities
- Tips from successful, area SC exporters

Networking: Following the seminar, please join us for a spring afternoon of wine and networking atop the Clemson SBDC's new, outdoor patio overlooking Greenville's Main Street.

South Carolina District Export Council: Meet members of the SCDEC who represent the Palmetto State and learn more about export initiatives, mentoring and opportunities for your company.

Who should attend: Companies looking for successful partnerships with overseas agents and distributors to develop their export sales in new and existing markets.

Brought to you by:



For more information, contact:

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