

# BREAKING INTO THE TRADE GAME

## SCORE Presents: Courses To Enhance Your Export Readiness To Maximize Sales

Montgomery County SCORE presents an exclusive training program that has been carefully designed by SBA's Office of International Trade, the U.S. Commercial Service and its Mid-Atlantic District Export Council to give businesses the skills, strategies, insights, and network of contacts that are necessary to expand sales globally. Exporting is a form of entrepreneurship; selling American products and services overseas is both profitable and culturally rewarding for all companies that want to prosper in today's global marketplace. Whether you are just thinking about exporting or have just exported reactively, these courses will give you the tools and confidence necessary to succeed. Each course is facilitated by Mr. Robert L. Elsas, Regional Manager, Export Solutions Group, U.S. Small Business Administration.

Topic	Date	Speakers From:
"Making Export Decision & Selecting the Best Markets" Register: <a href="http://goo.gl/S4o9O8">http://goo.gl/S4o9O8</a>	May 13, 2015	Philadelphia U.S. Commercial Service
"Transporting Internationally" Register: <a href="http://goo.gl/MZNxAf">http://goo.gl/MZNxAf</a>	May 20, 2015	TBD
"Overview of Legal Issues for Exporters" Register: <a href="http://goo.gl/9pybpr">http://goo.gl/9pybpr</a>	May 27, 2015	Fitzpatrick Lentz & Bubba, P.C.
"Emerging Markets – Business Development & Coaching" Register: <a href="http://goo.gl/OgfTsA">http://goo.gl/OgfTsA</a>	June 3, 2015	SH International, L.L.C.
"The Cultural Marketplace" Register: <a href="http://goo.gl/6W4kZR">http://goo.gl/6W4kZR</a>	June 10, 2015	Asia Marketing and Management
"Structured Trade Financing & Letters of Credit" Register: <a href="http://goo.gl/cjnoyi">http://goo.gl/cjnoyi</a>	June 17, 2015	U.S. Small Business Administration

**Dates:** Every Wednesday from May 13<sup>th</sup> to June 17<sup>th</sup>, 2015.

Participants must complete 4 sessions to graduate!

**Time:** 12:30 p.m. – 4:30 p.m.

**Location:** SBA Entrepreneur Center of Eastern PA

1150 First Avenue, Parkview Tower, Suite 1001, King of Prussia, PA 19406

**Cost:** FREE – *Similar classes in the private sector are approximately \$35 per session*

**Registration:** See links above



For more information: Call Robert Elsas at 610.382.3069 or "Register Above" or E-Mail [Robert.Elsas@sba.gov](mailto:Robert.Elsas@sba.gov)

This event is being held by Montgomery County SCORE at the SBA Entrepreneur Center of Eastern PA. The granting of this approval does not constitute or imply an endorsement by SBA of any views, opinions, product(s) or service(s), nor does it indicate an affiliation between SBA and those participating. All programs and services at the SBA Entrepreneur Center of Eastern PA are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. For such arrangements, contact Robert L. Elsas, 610.382.3069 or E-Mail at [Robert.elsas@sba.gov](mailto:Robert.elsas@sba.gov).