

# Export Trade Assistance Partnership Program (ETAP)



## Successful Exporting in Today's Global Economy

Participate in an exclusive training program carefully designed to give business executives strategies, insights, and a ready network of contacts necessary to successfully expand sales globally. If you believe exporting could be part of your growth strategy, these courses will provide you with the hands on tools and the latest information necessary to succeed. In addition, through this course, you will become informed about the effective finance and marketing assistance currently available through both state and federal agencies and walk away knowing precisely how to leverage these resources.

### Who Should Attend

Established businesses, manufacturers, service companies and potential exporters who are seeking growth through exporting.

### Fees

\$35 per individual session.  
\$125 for all four sessions  
(must register at the same time)

### SIGN-UP NOW !!!

Space is limited. Interested companies must pre-qualify to attend. Please send email to [ubmdsbdc@ubalt.edu](mailto:ubmdsbdc@ubalt.edu) with "ETAP" on subject line to request prequalification questionnaire.

Session 1	Global Business Opportunities for Small Business	October 5th, 2011 9a.m. – 12p.m.
Session 2	Exploring Market Entry Strategies	October 12, 2011 9a.m. – 12p.m.
Session 3	International Shipping / Legal Aspects of International Trade	October 19, 2011 9a.m. – 12p.m.
Session 4	International Finance & Methods of Payment	October 26, 2011 9a.m. – 12p.m.



### Seminar Locations :

SBDC-Central Region  
11 W. Mount Royal Ave  
Baltimore, MD 21201

### Sessions 1-3

### Seminar Locations:

Morgan State University  
1700 E. Cold Spring Ln Rm 212B  
Baltimore, MD 21251

### Session 4

### Questions:

Please call (410) 837-4928

or

[ksmoots@ubalt.edu](mailto:ksmoots@ubalt.edu)

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