

# Global U



## practical skills training

logistics | finance | legal | marketing



## ExporTech Maine 2019

### Unlock Your Global Growth Potential through ExporTech!

- Participate in 3 one-day workshops
- Obtain individualized coaching to develop an actionable export growth plan
- Present your export growth plan to experienced international business people for feedback

ExporTech™ is a national export assistance program that applies a structured export strategy development process to help companies enter or expand in global markets. Since 2006, 211 ExporTech™ programs have been delivered in 36 states and Puerto Rico with over 1,080 participating companies.



U.S. Small Business Administration

Funded in part through a grant with the U.S. Small Business Administration



### Who is a Good Fit for ExporTech?

ExporTech™ is intended for forward-looking small and mid-market manufacturers that want to expand global sales. Most participants already export. The process is designed for executive leadership, such as the CEO or VP of International Sales, Marketing, or Business Development. Companies that involve multiple staff will get the most out of the process.

### Results

- On average, participating companies generate **\$500,000 – \$700,000 in new export sales**.
- Many companies **generate export sales within 6 months** of completing the program.
- The average participant reported **cost and investment savings of \$91,000**.
- The average company created **5 new jobs**.

### Dates

March 7, April 11, and May 16, 2019

### Location

Maine International Trade Center  
2 Portland Fish Pier, Suite 204, Portland, ME

### Cost & Registration

SBA eligible: \$1,500 per company

Non-SBA eligible: \$4,000 per company

*Note: Company may bring up to 4 people at no additional charge.*

"The structured process and timeline that ExporTech™ provided for developing our export plan were a powerful combination. I especially appreciated having access to experts in different areas during the workshops. After receiving feedback on our plan, we're ready to take our export strategy to the next level. I would highly recommend ExporTech™ for other small- or medium-size Maine businesses looking to grow export sales."

*Carsten M. Steenberg, CEO, RainWise, Inc. (Trenton, ME)*

On completion, the company will receive complimentary business matchmaking (USDOC Gold Key Service or other pre-approved source) – up to a \$1,200 value – to assist in implementing their export plan.



Maine International Trade Center

**Space is limited. Register online at [MITC.com](http://MITC.com) today!**