



Trade Education Series - Fall 2019

1

Accidental Exporter

September 18 | 4:00 - 6:00 PM | Portland

Are you ready to export? This brief introductory session will cover the key things to consider when selling your products overseas and provide networking time to meet the MITC team.

1

Hiring International Employees: What Maine Employers Need to Know

October 9 | 2:00 - 2:45 PM | Live Webinar

Fill open positions and diversify your workforce by employing workers from around the globe. What is the difference between a work visa, student visa, and green card? What are your responsibilities as an employer of foreign workers or international students? Our presenter, Sal Savatteri, Jr., Esq., is an internationally recognized leader in the immigration field, representing clients in numerous sectors including manufacturing, health care, professional services, and academia.

1

Export 101

October 24 | 8:30 - 11:30 AM | Portland

Our expert speakers will cover the essentials for exporters in each of the four pillars of international trade – logistics, finance, legal, and marketing – with plenty of time for Q&A.

2

Mastering Export Documentation

November 7 | 8:30 AM - 4:30 PM | Portland

Many companies suffer unnecessary shipment delays, Customs audits, and demurrage charges due to incomplete or inaccurate documentation for shipments. In this training with Mike Allocca, you will learn step-by-step when and how to correctly fill out international documents.

1

Accidental Exporter

November 21 | 4:00 - 6:00 PM | Bangor

Are you ready to export? This brief introductory session will cover the key things to consider when selling your products overseas and provide networking time to meet the MITC team.

Trade Education Series - Winter/Spring 2020

2 **Incoterms 2020 - What You Need to Know**

February 11 | 11:00 - 11:45 AM | Live Webinar

Incoterms, an essential part of the daily language of trade, have been incorporated in contracts for the sale of goods worldwide and provide rules and guidance to importers, exporters, lawyers, transporters, and insurers. What has changed in Incoterms 2020, and how will the updates impact your business? Join us for this webinar with presenter Kristen Morneau from Mohawk Global Trade Advisors to get a better understanding of Incoterms, as well as changes in the latest version.

3 **ExporTech Maine 2020**

February 27, April 2, and May 7 | 8:30 AM - 4:30 PM | Portland

ExporTech™ is a structured process that helps manufacturers expand international sales. Companies participate in 3 workshops and obtain individualized coaching to develop an actionable export growth plan in 10 weeks.

1 **Accidental Exporter**

March 11 | 4:00 - 6:00 PM | Lewiston-Auburn

Are you ready to export? This brief introductory session will cover the key things to consider when selling your products overseas and provide networking time to meet the MITC team.

2 **Export Compliance Training**

March 24 | 8:30 AM - 4:30 PM | Portland

In this training with Mike Allocca, you will learn how to build a secure and export compliant business. You'll leave with an 11-point checklist to guide you to full compliance on every export and a better understanding of common red flags.

1 **Export 101**

April 16 | 8:30 - 11:30 AM | Bangor

Our expert speakers will cover the essentials for exporters in each of the four pillars of international trade – logistics, finance, legal, and marketing – with plenty of time for Q&A.

2 **Export Finance Assistance**

June 2 | 11:00 - 11:45 AM | Live Webinar

Did you know EXIM Bank and the US Small Business Administration finance the export of goods and services to international markets and help companies compete globally? This workshop will provide an overview of assistance from these federal agencies and export credit insurance. In addition, you'll learn how your local bank can help structure international payment transactions.