



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 **Harmonized Tariff Schedule and Schedule B Classification**

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

As requested by MITC members, we're excited to host this in-depth training with Mike Allocca. Because classifying a product can be done based on its function, form, or composition, HS classification is complicated. Importers and exporters are required to use reasonable care and due diligence in determining accurate classifications. Incorrectly classifying a product can lead to non-compliance penalties, border delays, seizure of the products, or even a denial of import privileges.

1 **Export 101**

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

This training 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 **Grow Exports With Strategic Trade Credit Programs**

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

How can Maine companies successfully grow export sales while minimizing financial risks? What strategies help address cash flow issues related to international transactions? This webinar will cover typical financial challenges faced by medium-sized companies seeking to grow exports, as well as how an EXIM Bank program dramatically empowered a Maine company to succeed globally. Our presenter is Brent Hoots from NaviTrade Structured Finance LLC.