



Upcoming Workshop: Wednesday, April 6th

How To Fine-Tune Your Exporting Skills & Advanced Topics in Exporting

8:30 AM - 4:30 PM CST

*****Forum on-site in Sioux Falls or via live-stream webinar*****

These courses have been pre-approved by NASBITE International as a CGBP recertification program. Attendees will receive 7 CEUs toward annual recertification. This includes 3.25 CEUs for the morning session and 3.75 CEUs for the afternoon session.

**** (Registration fees still apply) ****

Morning Event: How to Fine-Tune Your Exporting Skills

The program is designed to give you the basic tools you need to explore the world of international exporting.

The 3-hour class will cover the following topics:

Identifying Your Target Markets

- Learn how to use statistics to identify your target markets
- Learn how to identify which value chain partners to do business with
- Learn how to use data and your resource partners to identify foreign buyers

Getting Paid and Financing Your Exports

- How to use Incoterms 2020
- Learn how to use the 5 basic types of payment methods
- Learn how to quote and negotiate selling terms

EVENT INFORMATION

Date:
Wednesday, April 6th

Registration:
8:00 AM - 8:30 AM CST
Morning Session:
8:30 AM - 12:00 PM CST
Networking Lunch:
12:00 PM - 12:45 PM CST
Afternoon Session:
12:45 PM - 4:30 PM CST

Location:
**University Center, Avera Hall
(building by the flag-pole)
4801 N Career Avenue
Sioux Falls, SD 57107**

Parking is available in the student lot, west of the building just over the bridge.

REGISTRATION FEES

On-site Morning Session:
\$125 (tax included)

On-site Afternoon Session:
\$125 (tax included)

On-site registration includes all reference materials, morning pastries/coffee, juice and lunch. Seating is limited. Registration form & payment required to guarantee

- Advanced payment methods to accelerate your cash flow internationally

Shipping and Supply Chain Logistics

- Warehouse logistics
- Understanding weight and measure
- Modes of transportation and how they are used

How to Deal with Port Congestion

This discussion will examine the effects of port congestion with a special emphasis on the Long Beach/Los Angeles Ports and the impact this is having on small businesses from coast to coast.

- Unpacking the port congestions problem
- Discussing where we are today and what small businesses can expect
- Discussing the role of technology and automation
- Business and policy solutions, and the role of small businesses

The focus of the conversation will be within the group of solutions today for the below areas.

- Shipping Lines
- Port productivity
- Dwell times
- Truck appointments
- Port hours
- "The box rule"
- Truck shortage
- Customs issues
- E-commerce
- Warehousing

Afternoon Event:

Advanced Topics in Exporting

This course will overview best practices and exporting. This class will provide information on some of the current trends in international trade and identify best practices in identifying opportunities and managing risks.

Target Markets

- New trends and research into why participating in global markets is so important
- How companies are adapting to the "New Normal" in trade
- Trends in technology and trade

Financing Your Exports

- Export finance programs
- Best practices in financing and payment terms

Shipping and Supply Chain Logistics

your seat.

Webinar Morning Session:

\$100 (tax included)

Webinar Afternoon Session

\$100 (tax included)

Webinar includes all reference materials.

****If you wish to register the day of the event, please make check out to**

"South Dakota's International Trade Center"

[Click Here to Register](#)



Ray Bowman has been involved in the operational aspects of international trade and logistics for over 30 years. Currently, Mr. Bowman is the Director for the Ventura and Santa Barbara Small Business Development Center, which provides business consultation services to over 900 businesses per year at no cost. Mr. Bowman has held key management positions with some of the world's largest freight and logistics companies and has been involved in consulting and teaching for over 20 years. Mr. Bowman also serves as Program Chair for the District Export Council of Southern California by Appointment of the U.S. Secretary of Commerce. Mr. Bowman conducts training courses for businesses through the California International Trade Center (CITC), Small Business Development Centers (SBDC), and the U.S. Department of Commerce. Mr. Bowman is also teaching courses in international logistics, trade finance, and import export for Santa Barbara City College and California State Channel Islands University and Babson College Executive Education. Ray Bowman is also the author of a book called

- United States Reciprocal Trade Act (H.R. 764) and how it can impact exports
- United States Mexico Canada Agreement, U.S.-Japan Trade Agreement, and other Foreign Trade Agreements to watch for
- E-Commerce trends and opportunities
- Challenges with the supply chain (Container shortages due to China)
 - Detention demurrage
 - Steam lines reliability
 - Overseas regulatory information
 - FDA pesticide issues

You will walk away with a better understanding of how to export your product!

If you haven't been to a recent international trade seminar, this is one that you won't want to miss.

Who should attend? Please forward this event invitation to other relevant and interested parties within your company at your discretion.

- Litigation Attorneys
- Importers/Exporters
- Sales Professionals
- Attorneys Drafting International Distribution Agreements
- Trade Consultants
- Purchasing Managers
- Credit Professionals
- Customs Brokers
- Export/Import Compliance Professionals
- International Trade Consultants/Advisors
- Supply Chain Personnel
- Tax And Legal Professionals
- Finance and Accounting Personnel
- Internal Audit Professionals
- Risk Management Professionals
- Logistics Personnel
- International Bankers
- Government Relations
- Global Logistics and International Traffic Managers and Operators
- Insurers
- C Level Business Officers
- Vice Presidents
- International Compliance Directors
- Anyone involved or concerned with International shipments and payment terms

Workshop hosted by:



Quick Start Guide, International Trade. Mr. Bowman is also a Certified Global Business Professional CGBP as well as a NASBITE Certified CGBP trainer. Mr. Bowman has also published several journal articles as well as been a keynote speaker on international trade and logistics.

Have questions or concerns?
Please contact:

Rock Nelson
Director of South Dakota's International Trade Center
S.B.A. Certified in Export and Trade Counseling
NASBITE International Certified Global Business Professional

#1 West Weather Lane, Suite #400
Sioux Falls, South Dakota, 57104
Telephone/Fax: (605).338.3424
Cell Phone: (605).941.6696

E-mail: rock@southdakotatrade.com

Website: www.internationalportinfo.com

Additional participants of this workshop include:



University Center, Avera Hall | 4801 N Career Avenue , Sioux Falls, SD 57107

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