Stay Local. Sell Global.

Illinois Small Business Development & International Trade Center

The Illinois SBDC International Trade Center provides state-of-the-art, customized export solutions supporting small businesses to successfully enter and thrive in a global market.

Call to schedule a no-cost, confidential one-on-one export advising session with our International Trade Specialist.

See course offerings on the back.

International Trade Center Services

One-on-one export advising is available in the following areas:

- Assess company export readiness
- Develop an export business and international marketing plan
- Customize export market research report
- International shipping and logistics
- International payment and export loan program
- Assistance with export regulations and documentation
- Support Schedule B classification
- Foreign trade missions, international tradeshows and trade leads
- Export grant opportunities
- EXIM credit insurance assistance
- Export workshops, in-house training, seminars and forums

AMERICA'S SBDC ILLINOIS
INTERNATIONAL TRADE CENTER

Call: (847) 543-2033
Email: illinoisSBDC@clcillinois.edu
Visit: www.clcillinois.edu/sbdc-itc

College Lake County

International Trade Courses

Spring 2023

THE DIGITAL HEALTH INDUSTRY – HOW TO ACCESS GLOBAL OPPORTUNITIES

The global digital health market is expected to grow due to advancements in technology, a growing shortage of healthcare providers and rising medical expenses. This live webinar, presented by a SME, provides an overview of the global opportunities and challenges in the digital health industry sector. We will discuss export trends and global market entry strategies, review global data, especially post-pandemic, and introduce you to international business development programs available through the U.S. Commercial Service office.

Thursday, February 23	**1 Session**
10-11 a.m.	Virtual Live
$0	M. Toporkiewicz

DOING BUSINESS IN SOUTHEAST ASIA

Southeast Asia will be the fastest-growing market for the next two decades as a huge region in size and population. Being aware of the culture and cultural differences is an essential element of success in global markets. This webinar will focus on Southeastern Asian countries such as Thailand, Indonesia, Malaysia, Vietnam, and the Philippines. You will learn what cultural issues should be kept in mind and the significant differences between these countries. We'll also discuss etiquette and communications patterns in business.

Thursday, March 23	**1 Session**
10-11 a.m.	Virtual Live
$0	E. Linardakis

INTRODUCTION TO EXPORTING

This webinar provides a comprehensive overview of export requirements and procedures including knowledge, resources, and key elements to your export success. Learn how to determine if exporting is right for your company, the different export models used and when each is appropriate, and how to prepare and execute your export plan. Topics include export readiness, how to select target markets, market research and prioritization, finding good partners, methods of payment, insurance, managing your international shipments and export compliance.

Thursday, May 25	**1 Session**
10-11 a.m.	Virtual Live
$0	K. Kim

INFORMATION SESSION - SELL GLOBAL WITH EXPORTING ASSISTANCE SERVICES

Attend an information session to learn about how your company can start selling its exportable products and services internationally. We will discuss why exporting is a sustainable opportunity to increase revenue and is an organic business strategy. We'll discuss benefits of and myths about exporting, export readiness, mitigating risks, and new-to-exporting requirements and procedures. The Illinois SBDC International Trade Center provides customized export solutions supporting small businesses to successfully enter and thrive in a global market.

Thursday, June 22	**1 Session**
10-10:30 a.m.	Virtual Live
$0	K. Kim

To register, visit **www.clcillinois.edu/sbdc-itc/workshops** or call **(847) 543-2033**.

Schedule a one-on-one export advising session – at no cost – with our International Trade Specialist.
Call **(847) 543-2306** or email **jkim16@clcillinois.edu**.

Illinois SBDC International Trade Center is funded in part through a cooperative agreement with the U.S. Small Business Administration (SBA), the Illinois Department of Commerce & Economic Opportunity, and the College of Lake County. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact the center at (847) 543-2033 or TDD: (847) 223-0134.

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