



EXPORT TRAINING

Provided by World Trade Center Charleston to increase the Charleston region's export activity.

- Teaches companies how to start or expand their export markets, trade regulations and trade resources
- Provides access to skilled and experienced coaches
- Results in development of customized export plan

It is estimated that as much as 70% of the world's disposable income is currently being spent outside the U.S. borders.

Learn:

- Incoterms (International Commerce Terms)
- Marketing Techniques for International Markets
- International Banking/Payment Options
- Export Compliance/Regulations/Forms
- International Taxes/Accounting Procedures
- International Legal Issues
- Export Licensing
- Product Classification Codes
- Logistics/Freight Forwarding
- International Recordkeeping
- Resources: Websites, Trade Specialists, Trade Mission Funding

Gain:

- One-on-one meetings with successful exporters and international trade specialists
- Coaches to help you develop your customized Export Plan
- College of Charleston International Business School Intern for market research

Attain:

- Customized Export Plan for your company
- Continued access to expert coaches for plan implementation

For more information or to apply, contact Therese Gordon at 843.805.3007 or tgordon@charlestonchamber.org

WTCCCharleston.com



WORLD TRADE CENTER®
CHARLESTON

a Charleston Metro Chamber of Commerce initiative



Cost per company:

\$1,750

1 - 2 corporate leaders

\$2,500

3 corporate leaders

Covers 4 day-long training sessions, lunches, training materials and in-class consulting services.

Scholarships Available

This program is designed for:

- President / CEO
- Company Owner
- Sales Leader
- Management

"We are extremely impressed with the Chamber's targeted and comprehensive training, as well as the high caliber resources that will be available to assist us in this venture. This program will provide all that is needed to effectively and quickly engage in the international marketplace."

Rebecca Ufkes, President
UEC Electronics

2015 Sessions:

February 9

2/9, 2/23, 3/13, 3/30

September 11

9/11, 9/28, 10/12, 10/30

Trainer

Michael Allocca

President

Allocca Enterprises

In 2006, Mike started his own consulting company, Allocca Enterprises, where he provides training seminars and works with importers and exporters conducting compliance audits, classifications and implementing written export and import procedures. Mike is NASBITE certified, was appointed to the District Export Council (DEC) and was voted onto the National District Export Council.

Mike works with numerous organizations, staying current on export/import regulations, including the U.S. Department of Commerce, U.S. Customs & Border Protection and the Bureau of Industry and Security. With over 18 years of experience, Mike provides first-hand knowledge on all aspects of importing and exporting.

Further inquiries on Allocca Enterprises can be sent to mallocca@alloccaenterprises.com

or visit their website at alloccaenterprises.com

EXPORT TRAINING

Are you interested in selling your product or service globally?

World Trade Center Charleston's Export Training Program will provide you with the knowledge you need to successfully expand your reach, your revenue and ultimately, your profit.

With each session limited to 6 companies, you will receive individualized training with a nationally acclaimed trainer and exporter, and a customized export plan.

Gain your competitive advantage through World Trade Center Charleston.

Charleston Metro Chamber of Commerce

Driving growth. Defining tomorrow.

