



# Miami Valley International Trade Association *Exporter's Toolkit Seminar* January 19, 2012



The U.S. economy doesn't look like a "boomer" for years to come. So where will you find your growth? The obvious answer is exporting to faster growing economies. But many American companies are behind the exporting curve. While the rest of the world has been actively exporting for centuries, many of us are just getting started, or just starting to think about it. Get straight answers to your most important export questions from experts who are looking to provide valuable information, not make a sale. This seminar is specifically designed for Small- to- Medium size business CEO's, CFO's, Presidents and Senior Executives.

## What's in your Exporter's Toolkit?

### *This seminar will focus on how to:*

- Affordably find specific, interested prospects overseas
- Instantly portray a credible sales image to buyers
- Safely offer competitive open sales terms
- Safely accept payment in foreign currency
- Get guaranteed bank loans to help you ramp up
- Simply export goods and comply with regulations

### Panelists:

**Brad Forsythe - Kinker-Eveleigh Insurance Agency** demonstrates a rare focus on exporting by having a dedicated Trade Credit insurance specialist on board, being a registered broker for Export-Import Bank of the United States, and representing the world's leading trade credit insurance carriers.

**Drew Collins - Bannockburn Securities, LLC** is a full-service foreign exchange desk assisting clients in mitigating their currency risks. Any company transacting business outside the United States, needing to convert US dollars into a foreign currency (or foreign currency back into US dollars) would benefit from our services.

**Deborah Dirr - The U. S. Commercial Service** is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration. U.S. Commercial Service trade professionals in over 100 U.S. cities and in more than 75 countries help U.S. companies get started in exporting or increase sales to new global markets.

**Vickie Lanich - Export Compliance Connections, LLC** is an export regulation (i.e. EAR, ITAR, OFAC, & FTR) service provider that assists their client with compliance solutions. The staff is subject matter experts in a variety of U.S. and foreign trade regulations. They've helped small, medium, and large businesses with creative solutions and innovative strategic results to prospective international export problems and risks, to advance their deliverables and generate substantial budgetary savings for their organizations.

**Mark Klein -The Export-Import Bank of the United States** provides unique trade credit insurance and export finance options to American exporters. Mark brings a strong banking background to his position and is the primary ExIm contact for Ohio, Indiana, Kentucky and several other Midwestern states.

**Mike Nemeth - Elliott Tool Technologies** is a local manufacturer with a 100+ year legacy of providing quality engineered tools for the energy, aerospace, automotive, heavy industry, and process industries. Mike is the General Manager for Elliott Tool Technologies. He has been instrumental in expanding Elliott's export business and directing Elliott's international export marketing and sales efforts.

### Date

**Thursday  
January 19, 2012**

### Time

**9:30 am to 11:30 am**

### Location

**Wingate by Wyndham  
7500 Tylers Place Blvd.  
I-75 Exit 22 (Tylersville Rd.)  
West Chester, OH 45069**

### Cost

**\$ 25 MVITA Members  
\$ 35 Non-Members**

**Register by e-mail:  
[mvita@earthlink.net](mailto:mvita@earthlink.net) or  
by phone: 937-226-8482**

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