

Grow Your Business *Internationally*

A Half-Day Export Workshop
Brought to you by: WEOT &
EDC Clallam County

AGENDA

Clallam EDC | Port Angeles
December 4, 2017



Monday | December 4

9:30 – 10:00 a.m.

Check-in & Networking

Meet the experts at the Export Resource Fair

10:00 – 10:15 a.m.

Welcome & Introduction

U.S. Representative Derek Kilmer (WA-06)

10:15 – 11:00 a.m.

Start With a Plan

Learn how to develop an export business plan & identify and validate international markets

11:00 a.m. – 12:00 p.m.

Meet Your Match

A panel discussion on how to find qualified buyers, agents & distributors

12:00 – 12:30 p.m.

Lunch Break

12:30 – 1:15 p.m.

Get Your Products Overseas

Learn about international shipping and logistics

1:15 – 2:00 p.m.

Get Paid & Finance for Growth

A panel discussion on how to get paid, mitigate risk & obtain financial opportunities for exporting

2:00 – 2:30 p.m.

One-on-Ones

Consultations with the export experts

