

Selling Your Services Overseas:

An Export Workshop for Professional Service Providers

This 3-hour workshop will focus on specific resources and tools for professional service firms currently doing or interested in international business. Specific topics will include:

- Finding and qualifying a foreign buyer
- Structuring payment terms and negotiating terms under a contract
- Export Finance tools available for service providers
- Credit Insurance to protect your service receivables against non-payment
- Finance guarantee programs
- Legal considerations for service providers

Who should attend:

- Architects
- Engineers
- Consultants
- Marketing/PR Firms
- Attorneys
- Translators
- Professional service providers interested in international markets

With guest speakers:

Tim Schipke

President of the Export Finance Assistance Center of WA

Paul Duncan

Business Development Officer, Export-Import Bank of the US

Ralph Clumeck

President, CFS International Inc.

Troy DeFrank

Business Development Manager, WA State Dept. of Commerce

Young Oh

International Trade Specialist, US Export Assistance Center

August 4th, 9am-12pm

1000 Second Avenue, 28th Floor, Seattle, WA 98104

To sign up online go to [http:// servicesexportworkshop.eventbrite.com](http://servicesexportworkshop.eventbrite.com)

For more information, contact Troy DeFrank at 206-256-6145 or troyd@cted.wa.gov

This event is organized by:



Department of Commerce

Innovation is in our nature.



EXPORT FINANCE ASSISTANCE CENTER
of Washington

