

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



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



International Trade Courses

Fall 2022

NAVIGATING SUPPLY CHAIN DISRUPTIONS WITH UPDATES AND RECOMMENDATIONS

Since the COVID-19 pandemic, supply chain management has not been easy due to various unexpected outside conditions. When the supply chain is of global scope, its impact can be significant. Exporters and importers who are responsible for managing those challenges should be able to know how those conditions can affect the supply chain and how to remain resilient and flexible. This workshop allows businesses to understand the causes and effects of supply chain issues and think about how to cope with its pressures. Learn tips on how to weather supply chain issues in terms of working with suppliers, buyers and freight forwarders.

Thursday, September 15 **1 Session**
10-11 a.m. Virtual Live
\$0 L. Waller

U.S. EXPORT CONTROLS & BUILDING EFFECTIVE COMPLIANCE PROGRAMS

All parties to U.S. export transactions must ensure their exports fully comply with all statutory and regulatory requirements to avoid potential violations. Export control compliance is too important to be an afterthought. The best way to stay compliant is to develop an export compliance program that can provide a structure in place to protect your company and employees. Come join this one-hour webinar to learn first-hand from a subject matter expert about export control policies, regulations and procedures to help your company minimize the risk of noncompliance. Topics include risk identification and mitigation, commodity jurisdiction and classification, restricted party screening and end-user controls, licensing processes, identifying red flags, documenting compliance, handling violations and investigations, and best practices.

Thursday, October 20 **1 Session**
10-11 a.m. Virtual Live
\$0 B. Shanbaum

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, November 17 **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.

Thursday, December 1 **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.



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

