

Export Basics and Opportunities for Small to Medium Businesses

Friday October 23, 2020 8:30 - 10:00 AM

WHERE

In person in Mentor AND virtually via Zoom

TOPIC

Does your business conduct international trade today? Do you receive inquiries from countries but don't know the best way to continue making sales to foreign buyers? Are you looking to reach the other 95% of the world market that lies outside of the USA? Come attend this informative presentation to learn about the multiple programs, grants, services, and accelerator and mentorship programs that abound here in Northeast Ohio that can help your company realize its global aspirations.

Who should attend: representatives from any level of any company – big or small – that aspires to get into or expand in international markets

WHAT WE'LL COVER

State and Federal grants only available to exporting companies, free and subsidized services including how to access Ohio's many foreign economic development contractors, how to receive free or subsidized assistance on solving the simple to complex global business issues, and more.

SPEAKER

Nate Ward, CGBP

Nate has served as a regional director of the Ohio Small Business Center Export Assistance Network office and director of the Global Business Center at Cleveland State University since 2012. Nate



oversees an office that provides export guidance and services to hundreds of companies from a wide range of industries within a twelve-county region of Northeast Ohio.

Nate has a decade of private sector international business experience, mostly within manufacturing. His past duties included sales, logistics, marketing, pricing, research, and product development. Nate has visited over 38 countries, and has served extended assignments in seven countries on four continents. Nate holds a NASBITE International Certified Global Business Professional and is also a certified trainer of that credential as well as a NASBITE board member.

ABOUT US

Hosted by the City of Mentor. Funded in part through a cooperative agreement with the U.S. Small Business Administration. The Ohio SBDC program is also funded in part by the Ohio Development Services Agency. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.

REGISTRATION

Register now at mentormeansbusiness.com

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, call the CSU SBDC at 216-687-4750.



Small Business
Development Centers



**CITY OF
MENTOR**