EXPORTECH™

An Export Acceleration System for Achieving Profitable Growth

Application for Enrollment

ExporTech™ is an export acceleration program for executives of manufacturing, technology, and service firms, organized by the U.S. Commercial Service and the MEP National Network. The fall 2023 virtual ExporTech Program is being offered in collaboration with the National Alliance for Black Business (NABB) to accommodate the export needs of underserved and underrepresented businesses.

This application will be used to select a group of up to 8 companies. Selection will be made on the basis of: a) fit with the program objectives, which is aimed at helping companies become more proactive and aggressive in pursuing international growth; and b) the company's commitment of management time to the program. In addition, direct competitors will not be invited to participate in the same ExporTech™. This program is designed for CEOs, VPs and Directors that have overall responsibility to lead international growth.

Company: _____ Website: _____

Address: _____

Contact:

Name: _____ Title: _____

Direct Phone: _____ E-mail: _____

Additional Participant (recommended)

Name: _____ Title: _____

Direct Phone: _____ E-mail: _____

Company Information: *(Information will be kept confidential)*

Describe Your Product/Service: _____

Describe Your Markets/Customers: _____

No. of Employees: _____ Annual Sales: _____ Sales Goal ($) for Next Year: _____

International Sales: _____ Int'l Sales Goal ($) for Next Year: _____

Percentage of Total Sales from International: _____ Years of Export Experience: _____

What Countries Do You Currently Sell To? _____

Have You Had Inquiries from Countries Where You Don't Currently Sell? _____

Do You Have a Country or Region of Interest for Growth or Expansion? _____

What Do You See as Your Company's Key Challenges in Exporting/International Sales?

1. _____

2. _____

U.S. COMMERCIAL SERVICE
United States of America Department of Commerce

MEP National Network™

3. _____

Beyond Exporting, What Are Your Company's Overall Three Key Challenges in Order of Priority?

1. _____

2. _____

3. _____

What Are Your Goals for Participation in the ExporTech™ Program? _____

_____

_____

Please Read Carefully and Sign Your Acceptance

The total program cost is over **$5,000 per company**, however due to investments by State and Federal partners, we can offer the program at **$1000 per company** (due upon notification of acceptance to the program.)

Enrollment is limited to 8 companies.

Your commitment to fully participate is required and essential to the program success for you and for your peer participants.

YES, I am interested in being considered for the ExporTech™ program starting on November 2, 2023.

- Upon notification of acceptance to the program I agree to pay $1000, the subsidized cost to my company.
- To maximize the benefit of the program and to satisfy funding expectations, I agree to:
  - Attend and participate in the group sessions
  - Complete the tasks between meetings to prepare an export plan
- I understand that there will be no direct competitors in my group

Program Dates ~~Nov. 2 & 3, Dec. 7 & 8,'23 and Jan 18-19, '24 1pm-4pm ET~~ _____

Signature: _____ Date: _____

Please submit the completed application to by email to: Eve Lerman, U.S. Commercial Service, and Michael Stone, Stone & Associates at: mailto:eve.lerman@trade.gov; michael@stone-assoc.com

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