



Passport to Global Markets

The Passport to Global Markets program is designed to accelerate entry and expansion into global markets. Organized by the Virginia SBDC Network in collaboration with our partners.

This application will be used to select companies for the program in four separate locations: Fairfax, Norfolk, Richmond, and Roanoke. A small group of companies will be accepted for each location. Companies will be notified of their acceptance status after a prompt review of their application and a phone or in-person interview. Selection will be made on the basis of a company's export readiness and management's commitment to the program. If a company is wait-listed, they will be notified of their acceptance no later than 2 weeks prior to the first program day.

This program is for new-to-market and new-to-export firms, and not intended for startups. Each program has three mandatory dates for attendance, and individual counseling will be conducted intermittently. The program culminates with a presentation of your market entry strategy in front of a distinguished panel of experts and your peers on the final program day.

Company Information	
Company Name:	
Website:	
Address:	
Contact Information	
Name:	Title:
Direct Phone:	E-mail:
Alternate Participant (In the event you are unable to attend)	
Name:	Title:
Direct Phone:	E-mail:
Please select the location nearest you. Please select only one location. Norfolk: January 31, February 28, March 28 (box to check) Fairfax: February 7, February 21, April 4 Roanoke: April 25, May 9, June 13 Richmond, Dates to be determined	
Training on program days will take place between 10:00 a.m. and 4:00 p.m.	
Describe Your Product/Service:	





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Describe Your Markets/Customers:

No. of Employees:

Years in Business:

Annual Sales:

Sales Goal (\$) for Next Year:

International Sales:

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

Years of Export Experience:

NAICS Code or HTS Numbers:

Have you had inquiries about potential international sales?

Are you currently exporting?

Yes

No

If already exporting, what countries do you currently sell to?

How does exporting fit into your overall business strategy?

Do you have a country or region of interest for growth or expansion? If yes, please list.

If accepted into Passport to Global Markets, are you committed to going on a market visit with one of our partner agencies?

Yes

No





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What do you see as your company's key challenges in exporting/international sales?

What are your goals as a result of your participation in the passport to global markets program?

(Optional) Comments. Attach additional pages if necessary.

Please Read Carefully

Kindly note that this program is made possible through a variety of state and federal resources in addition to the donation of time and services of private sector experts, and that the actual program value is much greater than the \$350 fee suggests.

Therefore, your commitment to fully participate is required and essential to the program success.

If you are accepted, you agree to the following terms.

- Upon notification of acceptance to the program you agree to pay the \$350.
- Attend the 3 full days of in-house training at the designated location
- Complete the tasks between meetings to prepare an export plan outline
- Abide by the Client Rights & Responsibilities guidelines of the Virginia SBDC

Please submit the completed application to Aaron Miller by email at amille2@gmu.edu or fax to 703-352-8518.



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