



Passport to Global Markets

An Export Acceleration Program Organized by Virginia SBDC

Passport to Global Markets is a customized training program designed to accelerate entry and expansion into global markets.

Who should apply: Established firms with products and services that can be exported. This program is for new-to-market, or new-to-export firms, and not for startups. A small group of companies will be accepted.

Highlights include:

- ◆ Learn best practice from experienced exporters
- ◆ Meet dozens of private and public sector experts
- ◆ Find the right financing tools for your firm
- ◆ Leverage U.S. tax incentives for exporters
- ◆ Identify efficient logistics solutions
- ◆ Receive one-on-one business counseling
- ◆ Identify foreign market opportunities
- ◆ Develop an export plan
- ◆ Enjoy great networking opportunities

This intensive program provides executives with the structure and resources to formulate a market entry strategy. The first two program days provide incredible access to a diverse group of private and public sector experts. On the final program day, companies present their market entry strategies in front of their peers and receive feedback from a distinguished panel. Between program days, companies receive one-on-one business counseling from the Virginia SBDC and our partners.

How to Apply

Go to www.virginiasbdc.org to apply for this **selective program**. As part of the application process, all applicants must have an interview. Companies will be rated on:

- 1) Readiness to export
- 2) Management commitment to the program.

Dates and Locations:

Norfolk

January 31
February 28
March 28

Fairfax

February 7
February 21
April 4

Roanoke

April 25
May 9
June 13

Richmond

Dates To Be Announced
Late Spring or Fall 2013

Time: 10:00 am- 4:00 pm on program days

Cost: \$350

A small group of companies will be accepted.

For additional inquiries, contact Aaron Miller at 703-277-7715 or amille2@gmu.edu



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