



2008 International Conference Series Presents

Essentials of Exporting

An Introduction to International Sales

Thursday, November 1, 2007 ♦ 9am-2pm ♦ OSU South Centers ♦ Piketon, Ohio

Agenda

- | | |
|-------------------|--|
| 9:00am – 9:30am | Registration & Continental Breakfast |
| 9:30am – 9:45am | Welcome & Introductions Introductions by: Ronda Kinnamon, Economic Development Director Ohio Governor's Office of Appalachia Moderator: Jerry Driggs, Endeavor Center Manager OSU South Centers |
| 9:45am – 10:15am | Making Export Sales Happen Kara Sweeney , International Trade Specialist U.S. Commercial Service, U.S. Department of Commerce |
| 10:15am – 10:35am | Trends in Trade Alex Kohls , Trade Advisor Ohio Department of Development – International Trade Division |
| 10:35am – 10:45am | Networking Break |
| 10:45am – 11:15am | Ex-Im Bank Programs & Customer Financing Tom LaPorte , Manager, Ohio Export Finance Initiative Ohio Department of Development – International Trade Division |
| 11:15am – 12:00pm | Legal Considerations Javier Pacheco , Attorney John Beeler , Attorney Porter Wright Morris & Arthur LLP |
| 12:00pm – 12:30pm | Managing Global Logistics Jennifer Sanchez , Logistics Coordinator & Sales International Division Manager C.H. Robinson Worldwide, Inc. |
| 12:30pm – 2:00pm | Networking Lunch |