

# Introduction to International Trade & Global Business

The New American Chamber of Commerce (NACC) in New York has successfully promoted International Trade & Global Business for almost a decade. During this time we have established ourselves as a modern service provider and a reliable partner to international businesses. The Chamber advises companies in various aspects of bilateral business development in the United States and throughout the Caribbean, Africa and Latin America.

Our highly qualified chamber team will assist your international business to successfully enter the United States market through the strategic partnerships that we have developed:

- Startup Relations, Market Entry and Business Development
- International Legal Services
- H2-B Program for Member Businesses that need unskilled workers internationally
- U.S Telephone Calling Service for Local and International Businesses
- Hispanic and Other Niche Marketing



To better prepare our members and associates, the Chamber has created an Introduction to International Trade & Global Business as follows:

<p><b>Class 1: Tuesday May 12, 2015 from 6pm-8pm</b></p> <ul style="list-style-type: none"> <li>* Introduction to Import /Export</li> <li>* Figuring out your role in the Import/Export Business</li> <li>* Rules &amp; regulations to consider before you get started</li> <li>* Organizing for import and export operations</li> </ul> <p><i><b>IQ I: Site selection services for companies in the USA</b></i></p>	<p><b>Class 4: Tuesday, June 2, 2015 from 6pm-8pm</b></p> <ul style="list-style-type: none"> <li>* How negotiations work</li> <li>* What makes global negotiating different</li> <li>* Doing business around the world</li> </ul> <p>F &amp; A International Legal Services Summarized:</p> <ul style="list-style-type: none"> <li>* International Business Planning</li> <li>* Joint Ventures</li> <li>* Distributorship Agreements</li> <li>* Mediation Services</li> <li>* Incorporation Services</li> <li>* Collection Services</li> <li>* US Agent Services (FDA)</li> </ul> <p><i><b>IQ IV: Tradeshow Support and Assistance</b></i></p>
<p><b>Class 2: Tuesday May 19, , 2015 from 6pm-8pm</b></p> <ul style="list-style-type: none"> <li>* Selecting the right product</li> <li>* Connecting with overseas suppliers for your imports</li> <li>* Finding U.S. suppliers for your exports</li> </ul> <p><i><b>IQ II: Market Studies</b></i></p>	<p><b>Class 5: Tuesday, June 9, 2015 from 6pm-8pm</b></p> <ul style="list-style-type: none"> <li>* Making the sale: Pricing, Quotes and Shipping Terms</li> <li>* Methods of payment</li> <li>* Packing and shipping with the right documentation</li> <li>* Getting your goods: Customs Requirements and the Entry Process</li> <li>* Ten keys to becoming a successful importer</li> <li>* Ten keys to becoming a successful exporter</li> </ul> <p><i><b>IQ V: Strategic Relationships</b></i></p>
<p><b>Class 3: Tuesday, May 26, 2015 from 6pm-8pm</b></p> <ul style="list-style-type: none"> <li>* Looking at marketing</li> <li>* Researching export markets</li> <li>* Researching import markets</li> <li>* Making export contacts and finding customers</li> <li>* Locating customers for your exports</li> </ul> <p><i><b>IQ III: Office Representation</b></i></p>	

**Open to Chamber members ONLY.**

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**For more information and to register:**

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