

Monday, January 12, 2015 9:00 am – 3:00 pm  
Northwest Wine Academy South Seattle College – Seattle, WA

# Export Seminar for Wineries, Breweries, Cider Makers, Distilleries, & Value-Added Food Processors

## SPONSORED BY

**NORTHWEST WINE ACADEMY**  
SOUTH SEATTLE COLLEGE



**BRYANT CHRISTIE INC.**  
INTERNATIONAL AFFAIRS MANAGEMENT



**Ex-Im Bank**

Competitive Edge for U.S. Exporters



Committed to the future of rural communities.



**UMPQUA**  
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## WHERE IS YOUR NEXT BUYER?

With 95% of the world population outside of the United States, exporting is a great way to increase your sales.

Are you prepared to meet Foreign Buyers on inbound or outbound trade missions and close sales?

Get help with foreign market selection and export promotion.

Develop a Service Provider network to ensure profitability and minimize risk.

Convert International Marketing Leads into Closed Sales



## FEATURING

**Market Development Overview and Strategies**

Bryant Christie Inc.

**Commissions, Associations, and Guilds' Export Initiatives**

Washington State Wine Commission

**State Agriculture Program Initiatives**

Washington State Department of Agriculture

**Case Studies**

Learn how other companies have succeeded overseas

**Exporter, Agencies, and Service Provider Discussion**

Learn how proactive relationships can increase export success

**International Payment Methods**

Cash in Advance  
Letters of Credit  
Documentary Collections  
Open Account

**Grant Programs**

USDA Rural Development, SBA, and WUSATA

**Loan Programs**

USDA Rural Development, SBA, and Ex-Im Bank

**Lender Presentation**

Learn how Loan Program can help to grow your exporting capacity

**Insurance Programs**

Ex-Im Bank

**Broker Presentation**

Learn how Export Credit Insurance can help increase your sales

## TO REGISTER

Registration is open to Wineries, Breweries, Cider Makers, Distilleries, & Value-Added Food Processors only. Cost is \$40.00 which includes Breakfast and Lunch [Register Here](#)



EXPORT FINANCE ASSISTANCE CENTER  
of Washington