“Exporting Value-Added Food Products”
Exporting Workshop
Learn Step-by-Step the Process of How to Expand Your Business by Entering the Export Market
October 31, 2008 • Indianapolis, IN • 8:00 am – 4:30 pm

Discover the Opportunities in International Food Markets and How Federal Assistance Programs Can Help Increase Your Export Sales
Join Food Export-Midwest, the Indiana State Department of Agriculture, and Purdue University on October 31 at the Indiana Farm Bureau Building in Indianapolis to discuss exciting opportunities in the export market as well as federal assistance programs available to help U.S. food exporters break into new markets.

YOU’LL LEARN THE KEYS TO EXPORTING SUCCESS:
• Determine your firm’s level of “export readiness” and what you need to do to go to the next step
• Build a network of public and private export assistance and make profitable use of export promotional activities
• Research and target your top markets for export and create an effective business plan and marketing strategy
• Understand terms-of-sale and payment, and prepare competitive quotes to trade leads
• Select the best method of distribution for your products, understand basic export documentation and procedures, and develop an overall export policy that best suits your company
• Integrate all the elements of the export transaction in a step-by-step method

ALL PRE-REGISTERED ATTENDEES WILL RECEIVE:
• A Product/Market evaluation for your products
• Global Food Marketer, Food Export–Midwest’s and Food Export–Northeast’s newsletter
HURRY! Register for the workshop today. Space is very limited.

REGISTRATION
Registration deadline: October 20, 2008 • $75 per company, includes multiple participants. Morning and afternoon break refreshments provided with lunch on your own in the Indiana Farm Bureau Building cafeteria. (Note: 50 percent surcharge applies on registration fees for all out-of-region companies.)

FOR MORE INFORMATION Contact us at 312-334-9200 or info@foodexport.org for further information or fax this back to 312-334-9230. (Note: This is not a registration form.)

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Check here and provide your company name and fax number if you no longer want to receive faxes or e-mails from Food Export–Midwest. You can also call or e-mail us at 312-334-9200 or info@foodexport.org.
If you would like to hear about future Food Export–Midwest promotions via e-mail, please provide your e-mail address.