



Are you a new exporter unsure about international regulations, marketing issues or finance options? Or an established business looking to get your staff up to speed on sales or distribution agreements or international logistics. Do you have questions regarding intellectual property protection for your product or the tax implications of selling internationally?

*We're here to help*

We are the Export Council of Oregon (ECO) – a group of volunteer experts from the local international business community, appointed by the Secretary of Commerce, who are committed to expanding the capacity of local exporters. In this role, we have developed a curriculum of customizable on-site training modules aimed at meeting your company's unique needs at an affordable price. Our panel of industry experts and business leaders will provide you with concise, comprehensive training on topics your company selects covering multiple aspects of international business, such as the legal, financial, logistical, regulatory, and strategic concerns. Our wide range of Council expertise will be able to provide your company with functional, industry- and country-specific information tailored to your requirements.

The training can be scheduled at your site at a mutually beneficial time. Payment is per module only, meaning your company may bring as many attendees as desired without increasing the cost. This is particularly useful for smaller and start-up companies. Each customized module lasts from 60 to 90 minutes and costs only \$200.

These Export 201 training modules are offered in conjunction with individual and group training activities conducted by the Portland Export Assistance Center and other partners locally and are intended to be more in-depth and focused to company needs. ECO members also work with the Export Assistance Center to counsel firms on individual issues. For more information on ECO and Export University, please visit [www.ExportCouncilofOregon.org](http://www.ExportCouncilofOregon.org). For more information on the Portland Export Assistance Center, please visit [www.buyusa.gov/oregon](http://www.buyusa.gov/oregon).

#### *Customized Training Modules Available*

- *Evaluating Export Readiness*
- *Finding Distributors Overseas*
- *Legal Aspects of Working with Distributors Overseas*
- *Creating a Global Software Distribution Network*
- *“Going Direct”*
- *Customs/Freight Forwarding Issues*
- *International Supply Chain Issues*
- *Export Finance/Credit Insurance*
- *Protecting Intellectual Property Worldwide*
- *Establishing an Export Compliance Program*
- *Export Licensing*
- *International Tax Issues*
- *Cultural Considerations*

*For more information please contact  
Scott Goddin, ECO Executive Secretary  
Email: [Scott.Goddin@mail.doc.gov](mailto:Scott.Goddin@mail.doc.gov)  
Tel: 503-326-3001*

Training Offered in  
Cooperation with

