



ASSOCIATION OF SMALL BUSINESS  
DEVELOPMENT CENTERS

# ANNUAL CONFERENCE

SEPTEMBER 21-24, 2010 • GRAND HYATT SAN ANTONIO • SAN ANTONIO, TEXAS



## TPCC International Trade Certificate Training

This year's ASBDC TPCC Certificate Training will have an Introductory and an Advanced Track.

### The Introductory Track will consist of two classes:

<b><i>A Primer</i></b>	10:15 – 11:45	Wednesday
<b><i>Export Program Resource Partners</i></b>	2:00 – 3:30	Wednesday

Those counselors who complete both Introductory Classes will receive a TPCC Certificate.

### The Advance Track will consist of 5 classes including:

<b><i>Export Marketing and Sales</i></b>	8:30 – 10:00	Thursday
<b><i>Global Logistics and Supply Chain</i></b>	10:00 – 12:00	Thursday
<b><i>Export Compliance Best Practices*</i></b>	2:00 – 3:30	Thursday
<b><i>International Trade Payment Methods</i></b>	8:30 – 10:00	Friday
<b><i>Financing Export Sales</i></b>	10:00 – 12:00	Friday

\*Can be substituted by ***The Fundamentals of Exporting - What You Need to Know to Begin Exporting*** 8:30 – 10:00 Wednesday and 10:15 -11:45 Thursday.

Those counselors who complete 4 out of 5 of the Advanced Classes will receive an Advanced TPCC Certificate.

The full schedule is outlined on the next page.

**Please note** – Classes may be completed over multiple ASBDC Conferences. You do not have to take all the classes this year. But, you do have to complete 2 classes to receive an Intro Certificate and 4 out of 5 to receive an Advanced Certificate.

## ASBDC 2010 Annual Conference International Trade Programs

	Wednesday, 9/22	Thursday, 9/23	Friday, 9/24
8:30 am – 10:00 am	International Trade Assistance for SBDCs: <b>The Fundamentals of Exporting – What You Need to Know to Begin Exporting</b> Crockett A/B	International Trade Assistance for SBDCs: <b>Export Marketing and Sales</b> Crockett A/B	International Trade Assistance for SBDCs: <b>International Trade Payment Methods</b> Crockett A/B
10:15 am – 11:45 am	International Trade Assistance for SBDCs: <b>A Primer</b> Crockett A/B	International Trade Assistance for SBDCs: <b>Global Logistics and Supply Chain</b> Crockett A/B  International Trade Assistance for SBDCs: <b>The Fundamentals of Exporting – What You Need to Know to Begin Exporting</b> Presidio C	International Trade Assistance for SBDCs: <b>Financing Export Sales</b> Crockett A/B
12:00 pm – 1:45 pm	<b>General Session Opening Luncheon</b>	<b>General Session/ Luncheon</b>	<b>Lunch – On Your Own</b>
2:00 pm – 3:30 pm	International Trade Assistance for SBDCs: <b>Export Program Resource Partners</b> Crockett A/B	International Trade Assistance for SBDCs: <b>Export Compliance Best Practices</b> Crockett A/B	International Trade Assistance for SBDCs: <b>Doing Business in Mexico</b> Crockett A/B
3:45 pm – 5:15 pm	International Trade Assistance for SBDCs: <b>SBDCGlobal.com - Connecting Small Business to the World</b> Crockett A/B	<b>International Interest Section Meeting</b> Crockett A/B	International Trade Assistance for SBDCs: <b>Best Practices Unconference</b> Crockett A/B
4:15 pm – 5:15 pm	<b>International Reception</b> <i>By invitation only</i> Bonham B		