



**2010 Planned Trade Talks**

<b>How to Conduct International Market Entry Analysis</b> Member Rate: \$50                      Non-Member Rate: \$65	<b>Jan 7</b>
<b>Export Documentation</b> Member Rate: \$50                      Non-Member Rate: \$65	<b>Jan 21</b>
<b>Key Elements of an Export Marketing Plan</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>Feb 11</b>
<b>Determining Product Import Documentation &amp; Regulations</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>Mar 4</b>
<b>Identifying Foreign Suppliers</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>April 1</b>
<b>Preparing for US Customs Entry Process</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>May 6</b>
<b>Culture - Understanding for Success</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>June 3*</b>
<b>Culture - Developing International Relationships</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>June 10*</b>
<b>Comparing Foreign Legal Systems</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>July 15*</b>
<b>Developing the International Contract &amp; Terms of Sale</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>July 21*</b>
<b>How to Avoid Pitfalls with Sales Rep, Distributor and Employee Contracts</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>July 22*</b>
<b>How you can benefit from Free Trade Agreements (FTA) – What they are and how you can take advantage</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>Aug 5 *</b>
<b>Completing the Certificate of Origin</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>Sept 9*</b>
<b>INCOTERMS</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>Oct 7*</b>
<b>Advanced International Payments</b> Member Rate: \$40                      Non-Member Rate: \$55	<b>Nov 4*</b>

\*Exact date of seminar to be determined

**To Register:** Watch our website, [www.kansaswtc.org](http://www.kansaswtc.org) for more detailed registration information or contact us directly at (316) 264-5982 or [innes@kansaswtc.org](mailto:innes@kansaswtc.org) .