



Northern California & Sacramento Regional  
**Center for International Trade Development**

*A Workforce and Economic Development Program of the Los Rios Community College District*

1410 Ethan Way, Sacramento, CA 95825 Phone: 916-563-3200 Fax: 916-563-3264 [www.sacramentocitd.org](http://www.sacramentocitd.org)

# CITD Workshop Schedule

## **International Trade Finance: Methods of Payment**

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This seminar will cover the various methods of payment for export and import transactions, the different benefits and the associated risks. Participants will learn about letters of credit and the respective differences between revocable, irrevocable, confirmed and special types of credits like transferable letters of credit; commercial terms; insuring against possible risks; export financing; and addressing the foreign currency and exchange risks. Also an overview of SBA's Export Working Capital Program will be provided.

**Fee: TBD**

**Dates: February 2012**

**Location: Center for International Trade Development: 1410 Ethan Way, Sacramento, CA 95825**

To register, contact the Center for International Trade Development at 916-563-3200 or [domingd@losrios.edu](mailto:domingd@losrios.edu)

## **Start Your Own Import/Export Business**

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Do you want to own a business where you can travel to foreign countries – tax deductible? Learn how to research what US products outside the US are in demand now. Explore ways to find an international buyer and supplier. Also learn what free local resources are available to start or expand your international business.

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## **Advanced Management of an Import/Export Business**

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This workshop offers a hands on approach to conducting market research. Identifying prospective customers and untapped markets. How to gain insight into global trade activities of a target country. Learn how culture impacts your business strategy, negotiating to penetrate cultural barriers. Discussion also includes tools that facilitate international trade transactions such as using contract manufacturing, NAFTA and other trade agreements. Prerequisite: Import/Export Business class or two years of experience in importing and/or exporting.

**Prerequisite:** Start Your Own Import/Export Business seminar and/or previous import/export experience.

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