



U.S. Small Business Administration

# Before You Export



**Hawaii District Office**  
500 Ala Moana Blvd.  
Suite 10396  
Honolulu, HI 96813  
(808) 541-2990  
<http://www.sba.gov/hi>

Many businesses think they are too small to compete in the world market. In fact, 97 percent of all U.S. exporters are small businesses. While 96 percent of the world's customers reside outside the United States, most U.S. companies never think of foreign markets and do not realize that foreign sales opportunities are now well within reach.

The SBA can help you get started and succeed in the global market through trade education and international loan guaranty programs.

United States Export Assistance Centers (USEAC), located nationwide, provide one-stop trade promotion, financing and export insurance programs. Through USEACs, the SBA, U.S. Commercial Service and Export-Import Bank of the United States work together to support small businesses interested in exporting.

To locate the nearest SBA senior trade finance specialist, please go to [www.sba.gov/international](http://www.sba.gov/international).

Copponsorship Authorization #13-0951-105. SBA's participation in this cosponsored activity is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entity. All SBA programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact: Mary Dale, SBA Hawaii District Office, 541-2990, extension 211.

The Foreign Trade Zone, Patsy T. Mink Center for Business & Leadership, State Department of Business Economic Development & Tourism, U.S. Department of Commerce U.S. Commercial Service and the U.S. Small Business Administration invites you to participate in a small business workshop to discuss export opportunities, challenges and other questions on International business.

- Is my Product or Service Exportable?
- Benefits to being in a Foreign Trade Zone
- How much is it going to cost me? How to Finance the Deal?
- Creating an Export Strategy

**Thursday, July 11, 2013 - 9:00 a.m. – 12:00 a.m.**  
**Foreign Trade Zone #9**

**521 Ala Moana Boulevard, Honolulu, HI 2nd Floor**  
*Registration required due to limited space.*

### Register in any of the following ways:

- Call Mary Dale at 541-2990, extension 211
- E-mail [Mary.Dale@sba.gov](mailto:Mary.Dale@sba.gov)
- Visit [www.sba.gov/hi](http://www.sba.gov/hi), view our Events Calendar, click on the event, then on the registration link
- Complete the form below and fax to 541-2976

Event Date: **July 11, 2013**      Location: **Foreign Trade Zone**

Name \_\_\_\_\_

Business \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone Number(s) \_\_\_\_\_ Fax \_\_\_\_\_

E-Mail Address \_\_\_\_\_