



Information Sheet:

Resources for Networking

Sources of Assistance by State

Types of Trade Development Programs

Seminars/Conferences

State sponsors seminars for exporters, either basic, specific functions, or specific market.

One-on-one Counseling

State staff provides actual export counseling to individual businesses in addition to making appropriate referrals.

Market Studies Prepared

State staff prepares specific market studies for individual companies.

Language Bank

State program to match foreign-speaking visitors with bilingual local residents who provide volunteer translation services.

Referrals to Local Export Services

Matching exporters with exporter services, e.g. matchmaker fair, export service directory, individual referrals, etc.

Newsletter

State publishes an international newsletter.

How-to Handbook

State publishes a basic how-to-export handbook

Sales Leads Disseminated

State collects and distributes sales leads to in-State businesses.

Trade Shows

State assists with and accompanies or represents business in trade shows.

Trade Missions

State assists with and accompanies businesses on trade missions.

Foreign Offices/Reps

State office or contractual representative located abroad.

Operating Financing Program

State export financing assistance program that is currently operational.