



NEW JERSEY
SBDC
 SMALL BUSINESS DEVELOPMENT CENTERS



WHERE BUSINESSES GO TO GROW



Location

**Passaic County
 Economic Develop-
 ment Headquarters
 Totowa Business
 Center
 930 Riverview Drive
 Suite 250
 Totowa, NJ**

Information & Registration Call

**NJSBDC at
 973-353-1927
 or
 online@NJSBDC.com**

International Trade Management Series:

The NJSBDC International Trade Program offers workshops in all aspects of international trade business. These workshops are conducted by Roger S. Cohen, President, Cohen International. The instructor, Roger S. Cohen, is a specialist in international trade. He has engagements, both foreign and domestic, in consulting and technical management to facilitate participation in international trade.
 Fee: \$25 Each class

Demystifying International Trade How to Get Started

Seminar covers the fundamentals of foreign trade. It will review topics for both beginning and accomplished exporters and importers.
 Date: Monday 10/22/12
 Time: 10:00 AM -1:00 PM

International Letters of Credit and INCOTERMS (International Terminology) Understanding the Language of International Commerce

This workshop provides an overview of international letters of credit and international commercial terms – the international language (INCOTERMS) of how to buy, sell, deliver and get paid and transfer of risk. These are the fundamental building blocks of how to transact international business.
 Date: Monday 11/05/12
 Time: 10:00 AM – 1:00 PM

Getting the Most from International Reps., Agents and Distributors How to Expand Your Reach Abroad

This workshop covers the practical aspects of how to work with agents, representatives, distributors, and other resources. Learn how to increase your reach by working with sales professionals
 Date: Monday 10/29/2012
 Time: 10:00 AM – 1:00 PM

**William Paterson University Small Business Development Center, 131 Ellison Street,
 Paterson , NJ 07505 (973-754-8695)**

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration, The New Jersey Small Business Development Centers (NJSBDC) network is also funded by the state of New Jersey and is hosted by Rutgers Business School: Newark and New Brunswick



NJSBDC network is an accredited member of the Association of Small Business Development Centers