



## ANNOUNCING A NEW SCHOLARSHIP PROGRAM TO ASSIST YOU IN INCREASING INTERNATIONAL SALES

As a Southern California manufacturer, you have been selected to receive an ExporTech Scholarship (valued at over \$5,000) because of one of the following:

- ✓ You are currently doing some export business and have the potential to increase your international sales by targeting new markets;

**OR**

- ✓ You have the potential to grow top-line sales by beginning to export your products.

To see a comprehensive overview of the ExporTech Program, [click here](#).

We are offering several locations and 2016 dates that you can select to best fit your schedule in order to take advantage of this scholarship opportunity.

***Space is limited so reserve your spot today!  
You must attend all 3 sessions.***

## LOCATIONS, DATES AND TIMES FOR 2017

### Los Angeles County

May 16, June 13, July 18, 2017

7:30 a.m. - 5:00 p.m.

Los Angeles Cleantech Incubator (LACI)

La Kretz Innovation Campus

525 S. Hewitt Street, Los Angeles, CA 90013

(213) 358-6500

**Upcoming programs: Irvine, Corona, Los Angeles** (Dates TBD)

# HOW DOES THE SCHOLARSHIP WORK?

Your commitment is to attend three sessions over a 60 day period where you will utilize tools to structure an export plan that will help your company to address key areas of the export process, including market identification, regulation and compliance, logistics, and *matchmaking with potential customers in foreign markets*. On average, California manufacturers who have participated in the program have generated between \$500K and \$1M in export sales within the first 6-12 months.

The only initial commitment is a \$750 deposit to hold your seat, which is fully refundable once you attend the first session. If you cannot attend the first session, cancellation in writing **must be received 21 days prior** to the start date of the first session for a full refund. This deposit covers 2 executives from your company. Due to the customized nature of this program, no more than 8 companies participate in each ExporTech program. None of your competitors will be in your session.



## PAY IT FORWARD

After one year of having implemented your export growth plan, and if your company has generated a minimum of \$100K in additional export sales, we ask that you provide a \$5,000 ExporTech scholarship to another manufacturer to assist them with their export efforts.

Still not sure? Check out our [Export Readiness Assessment Tool](#) to see where you need assistance in your exporting efforts.

## REGISTER NOW TO RESERVE YOUR SEAT IN THE NEXT EXPORTECH SESSION

Contact Kimmella Collins at [kcollins@cmtc.com](mailto:kcollins@cmtc.com) or 310-263-3052

Deposit required of \$750 by credit card