



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

As a Southern California manufacturer, you have been selected to apply for 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 2017 dates that you can select to best fit your schedule in order to take advantage of this scholarship opportunity.

Space is limited so apply today! The location below lists 3 dates and you must attend all 3 sessions on those dates.

LOCATION, DATES AND TIMES FOR 2017

Inland Empire (San Bernardino)

Sept. 19, Oct. 17, Nov. 14 , 2017

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

Norton Regional Event Center

1601 E. Third Street, San Bernardino, CA 92408

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

HOW DOES THE SCHOLARSHIP WORK?

Your commitment is to develop and implement an Export Growth Plan to access global markets and grow sales and profits. You will attend three sessions over a 60 day period where you will utilize tools to structure an Export Growth Plan that will help your company to address key areas of the export process, including market identification, regulation and compliance, logistics, and *matchmaking through the U.S. Commercial Service with potential customers in foreign markets*. On average, California manufacturers who have implemented their Export Growth Plans have generated between \$500K and \$1M in export sales within the first 12 months.

The initial commitment is a \$750 fee to reserve seats for 2 executives from your company and receive assistance to implement your Export Growth Plan. If you cannot attend the first session, cancellation in writing **must be received 14 days prior** to the start date of the first session for a full refund. 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.

Benefits:

- Proven National export program that helps companies expand into international markets
- Export Growth Coach to provide support of Export Growth Plan implementation
- Matchmaking opportunities through the U.S. Commercial Service in targeted global markets
- Introductions to international trade professionals and access to a global business network

SCHOLARSHIP COMMITMENT

After at least one year of having implemented your Export Growth Plan, and when your company has generated a minimum of \$100K in additional export sales, we ask that you provide a \$5,000 ExporTech™ Scholarship to another non-competitive manufacturer to assist them with their export efforts.

Requirements for admittance to CMTC's ExporTech™ Scholarship Program:

Your company must:

- Commit to **completing** the ExporTech Program™ and creating an Export Growth Plan
- Commit to **implementing** your Export Growth Plan*
- Be financially solvent and profitable
- Possess a valid manufacturing NAICS Code** (which must be provided with your Registration Form)
- Identify an internal export champion
- Commit to dedicating resources to work with an Export Growth Coach* over the course of 12 months to implement your Export Growth Plan

How to apply:

- Complete and submit your ExporTech™ Baseline/Application Form to AR@cmtc.com***
- Submit your Credit Card Payment Authorization Form to AR@cmtc.com
- **Deadline for ExporTech™ Inland Empire (San Bernardino) applications is August 29, 2017**

Program admittance will be awarded by September 5, 2017

* Companies unable to work with the Export Growth Coach, and/or implement their Export Growth Plan, may be invoiced the full scholarship amount.

** Manufacturing NAICS Codes begin with 31, 32 & 33 prefixes. CMTC can help companies register for a primary or secondary manufacturing NAICS code providing they meet the necessary criteria.

*** Scholarship applications will be reviewed and evaluated on a first-come, first-served basis. Companies are encouraged to apply early to ensure enrollment.

APPLY NOW TO RESERVE YOUR SEAT IN THE NEXT EXPORTECH™ SESSION

Contact Kimmella Collins at kcollins@cmtc.com (310-263-3052) or Elizabeth Glynn at eglynn@cmtc.com (310-984-0728)

Required commitment fee: \$750 by credit card