

Increasing Your Sales in China: Understand. Market Demand. Expand.

August 29, 2012

Marriott Detroit Livonia

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Is your business looking to increase sales in China? The China-U.S. team of lawyers at Miller Canfield will be joined by other global sales and export resources at this timely program designed for manufacturing and service companies who are export ready; companies who export to other countries and are considering China; and companies who currently export/sell to China but want to expand within the country.

Topics include:

Market Demand in China + Real Life Experiences

- Agriculture
- Services
- Chemicals
- Automotive + Technology
- Aerospace + Automation Robotics

What U.S. Business Leaders Need to Understand

- Due Diligence
- Agents + Distributors
- Customs
- Clearance Certification
- Freight Forwarding + Logistics
- Getting Paid
- Duty
- Negotiating
- Business Culture
- Finance
- Export - Import Bank
- ICD

Expanding in China

- Business Entities

Continued

- Accounting Issues
- Success Stories

Exporting Essentials for U.S. Businesses

- ITAR + Export Controls
- FCPA
- IP Protection

Resources to Help

Cost:

There is no cost to attend. Space is limited. Advance reservations required by August 22.

Register:

Click the RSVP button to register or contact Sandy Bera 248.267.3345