



# INTERNATIONAL TRADE COUNCIL of Greater Kansas City –CALENDAR OF EVENTS\*

|   | 2010                                      |                                     |                                       |                                      | 2011                                |                               |   |                                       |                                   |                             |      |      |
|---|---|-------------------------------------|---------------------------------------|--------------------------------------|-------------------------------------|-------------------------------|---|---------------------------------------|-----------------------------------|-----------------------------|------|------|
|   | Aug/Sept.                                 | Oct.                                | Nov.                                  | Dec.                                 | Jan.                                | Feb.                          | Mar.                                    | Apr.                                  | May                               | June                        | July | Aug. |
| <b>Social and Membership Activities:</b>              | Annual Meeting (8/31)                     |                                     |                                       | Holiday Gala (12/10)                 | Hon. Consul Reception (1/26)        |                               | Boulevard Brewery (3/11)                |                                       |                                   |                             |      |      |
| <b>“Doing Business In...” Series: (7:30am-9:00am)</b> |   |                                     |                                       |                                      |                                     |                               |   |                                       |                                   |                             |      |      |
| Doing Business In...                                  | India (9/8)<br>China (9/29)               | Brazil (Oct 20)                     |                                       |                                      | Africa (1/12)                       |                               | Middle East (3/30)                      |                                       | Canada (5/11)                     |                             |      |      |
| Executive Roundtable                                  |   |                                     |                                       |                                      |                                     | Strategic – Global Mfg (2/23) |   |                                       | Supply Chain Planning (5/25)      |                             |      |      |
| <b>Seminars:</b>                                      |   |                                     |                                       |                                      |                                     |                               |   |                                       |                                   |                             |      |      |
| Incoterms   | Incoterms (9/30)                          |                                     |                                       |                                      |                                     |                               |   |                                       |                                   |                             |      |      |
| Documentation   |   |                                     |                                       |                                      |                                     | Export Documentation (2/9)    |   |                                       |                                   |                             |      |      |
| Trade Finance/Insurance                               |   |                                     | Intl. Payment/ Finance (11/3)         |                                      |                                     |                               |   | Fed. Reserve / Economic Update (4/13) |                                   |                             |      |      |
| Legal and Compliance                                  |   |                                     | NAFTA Compliance (11/10)              | Import Compliance (12/15)            |                                     |                               | Legal Hazards/BIS /OFAC (3/2)           |                                       |                                   |                             |      |      |
| Shipping/Transport                                    |   | Export Packing (10/6)               |                                       |                                      |                                     |                               |   |                                       |                                   |                             |      |      |
| Export Sales and Marketing                            |   |                                     |                                       |                                      |                                     |                               |   | Marketing – Cultural Risks (4/6)      |                                   |                             |      |      |
| Purchasing /Sourcing                                  |   |                                     | Global Sourcing 101 – Webinar (11/17) | Global Sourcing 201 – Webinar (12/8) | Global Sourcing 301 – Webinar (1/5) |                               |   |                                       |                                   |                             |      |      |
| Other   | CITCA Luncheon (9/10)<br>TradeWins (9/19) | KS & MO Exporters of the Year (Oct) |                                       |                                      |                                     |                               | Gov’t Assistance for Int’l Trade (3/16) | Career Day (4/27)                     | Futuralia/ NASCO/ WTW (May 16-20) | Free Trade Agreements (6/8) |      |      |

\*Subject to Change