

Agenda: Doing Business in the USA
Thursday, May 6, 2010, Burnaby, BC

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| <p>8:15 Registration/Coffee/Snacks</p> <p>8:45 Introduction/Overview</p> <p>9:00 US Immigration Planning Temporary business visas, restrictions Types of work visas, restrictions Residence, employment issues</p> <p>9:30 Business Planning/Taxation Overview of federal/state tax system Update on Canada/USA tax treaty Tax issues for cross-border employees Washington state tax issues/exposure</p> <p>10:00 Break</p> <p>10:15 Business Formation/Commercial Transactions Forms of business organization Legal entities/business structures</p> <p>10:45 Canada/USA Distribution/Logistics Establishing a USA business identity Warehousing/storage/inventory Transportation/shipping/mail Order processing/fulfillment</p> <p>11:15 US Customs Clearance Guidelines Documentation and procedures Packaging, marking considerations Practical operating guidelines</p> <p>11:45 Cell Phone Break</p> <p>12:00 Hosted Buffet “Working” Lunch Round-table discussions with speakers, attendees and resource people</p> <p>12:30 Restroom Break</p> | <p>12:40 Canada/USA Border Update A brief update by PACE – Pacific Corridor Enterprise Council on current cross-border legislation, programs and services affecting Canadian travelers and importers/exporters.</p> <p>1:00 Foreign Exchange Strategies How to reduce exposure How to address risk management Exporter/importer strategies Market outlook</p> <p>1:30 TradeStart and Small Business BC Overview of province-wide services offered to exporters, importers and entrepreneurs.</p> <p>1:45 Canadian Government Programs/Services Overview of service and support programs provided by the Canadian government through trade commissioners stationed in Vancouver and at Canadian Consulates and trade offices in Seattle and more than 15 other U.S. cities.</p> <p>2:15 US Sales/Marketing Strategies Overview of the US market Defining/researching <u>your</u> US market Sales/marketing fundamentals How to find a rep Increasing your chance of success Lessons and pitfalls Example USA marketing plan</p> <p>2:45 Round-Table “How-To” Meetings Your opportunity to meet informally with speakers and other resource people to discuss your specific needs/plans/opportunities.</p> <p>4:30 Adjourn</p> |
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Presented/Sponsored By:

Greg Boos, USA Immigration Attorney
Max Legg, Partner, Moss Adams LLP, Certified Public Accountants
Gene Moses, USA Business Attorney
Jim Pettinger, President, International Market Access, Inc.
April Collier, Licensed Customs Broker, Pacific Customs Brokers Inc.
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