



## PORTSMOUTH VIRGINIA ECONOMIC DEVELOPMENT

### Workshops

## Procurement Workshop Series

The City of Portsmouth Department of Economic Development is hosting a series of workshops designed to provide information to individuals who are either considering starting a business or currently have a business. These workshops will be hosted by attorneys Karen L. Bland and Udoka U.A. Obi, and are designed to provide information on such business related topics as:

### **Legal Boot Camp: Running Your Business from Start to Finish Tuesday, July 28, 2009**

Topics include Business Formation, Basic Contracts, Hiring Employees, Protecting Your Intellectual Property, Debt Collection, and Bankruptcy

### **Part I- Strategies for Success in Global Markets Tuesday, August 11, 2009**

This workshop will help you learn:

- ❖ How to evaluate your company's export readiness
- ❖ How to identify a viable overseas market for your goods/services
- ❖ How to develop an export marketing plan
- ❖ How to finance your export sales
- ❖ About free resources available to assist you, and more

### **Part II- Exporting 101-Know the Rules to Play The Global Game**

**Tuesday, August 18, 2009**

Learn how to:

- ❖ Get paid from overseas customers
- ❖ Know if you need an export license for your goods and services
- ❖ Do business with potential overseas customers or partners
- ❖ Protect your intellectual property in overseas markets
- ❖ Know what foreign laws you should be aware of

**Karen L. Bland** is an international trade attorney and consultant with nearly twenty years experience advising private and public sector clients on global trade and business matters. Her legal practice focuses on international business planning, trade compliance advice and training, general business advice, and federal lobbying to clients throughout Virginia.

**Udoka U.A. Obi, Esquire**, worked as an associate at a high volume bankruptcy firm in Virginia Beach, VA, where she represented debtors in core bankruptcy proceedings and creditor's adversarial proceedings. She opened her legal practice in 2008, where she specializes in bankruptcy, family, and immigration law.

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The Workshops are held from 6-8 p.m. in the Portsmouth Partnership Briefing Center, 200 High Street, Suite 203. Please call **757-393-8804** to RSVP.

**Advance registration  
required**



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