

CHINA: Managing Risks and Expanding Export Opportunities



The Ohio SBDC Export Assistance Network at the Raj Soin College of Business at Wright State University presents a panel of experts on doing business in China. Join us for this program to learn, network and meet new experts.



China: Managing Risks and Expanding Export Opportunities

Date: June 14, 2017

Time:

11:30 am Registration and Networking

12 noon Lunch

12:30 pm Program begins

4:00 pm Program ends

Cost: \$45

Location:

Cincinnati Marriott North (Exit 19 from I75),
6189 Mulhauser Road,
West Chester, OH 45069

[TO REGISTER: CLICK HERE](#)

You will receive a confirmation email with directions and other information.

For additional info contact:

The rewards of doing business in China are immense but the risks are real. Learn from experts on how to identify and manage risks and grow your export sales into China.

China is the world's largest economy on a purchasing power basis. When Ohio companies find the right partners and channels of distribution, comply with standards, understand Chinese regulations, and offer a product of service that fits the Chinese market, they can reap long term rewards. The China market is large, changing and open for export opportunities.

China: Managing Risks and Expanding Export Opportunities will address topics such as tax, pricing, compliance with Chinese standards, cultural considerations, and commercial opportunities. You will find out: how VAT, duties, business tax and withholding taxes can affect funds remitted offshore unless a transaction is structured carefully. Learn more about transfer pricing and how to avoid breaching those rules. Pick up some tips for the CCC process. Meet Chinese business experts. Network with your fellow global traders. Find new ways to enter the China market.

For Ohio companies to pursue business in China, it's essential they be aware of these risks and challenges but understand there are strategies and help in moving forward. This program will provide solid advice on how to identify and avoid risks and maximize export sales opportunities.

PROGRAM AGENDA AND SPEAKERS

China's Tax System and Your Business by Russell Brown, OBE, CPA, Lehman Brown CPA's, Beijing, China

- China business environment & marketing opportunities.
- China tax, cross border taxation and transfer pricing.
- Establishing a sales or distribution company in China.
- China risk mitigation

Kathy Marshalek at
937.775.3524
kathy.marshalek@wright.edu

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Register TODAY

Seating is limited.

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Selling Into China: Regulatory Process and VAT by Kimberly Kirkendall, CPA, President, International Resource Development, Inc.

- What is China's Regulatory landscape, CCC, CFDA, etc and how does it affect you?
- Understand the process for registering your product, tips from successful registrations.
- China's VAT and Import system influences how your product is sold in China, the channel, price, and value to the customer.
- Review of different scenarios on how products enter China and it's channel to the customer.

Entering or Expanding in China by Matthew Quigley, Foreign Commercial Service Officer, U.S. Dept. of Commerce

- What is happening in China now?
- Tips and resources for entering the China market.
- Understanding the nuances of the market.
- Who succeeds in China today?

REGISTER TODAY to reserve your spot.

Cosponsors



JOIN us for this informative and beneficial program.

The Ohio SBDC Export Assistance Network is funded in part through a cooperative agreement with the U.S. Small Business Administration and the Ohio Development Services Agency. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, call the Ohio SBDC Export Assistance Center at WSU at 937-775-3524.



BizSuccessTips - June 2017

Make Waves With Your Business Success

Achieve greater success now and take that dream vacation later. Meet with a Dayton SCORE mentor today!

Small Business Community News - June 2017



Remember that **Dayton SCORE** wants to be with you for the life of your business. If you are experiencing difficulty or just existing, SCORE mentors can help you pinpoint the issues and suggest ways to address them.

Your success is what motivates our mentors. Wouldn't it be great to enter the next level of success in your business or turn that dream into a successful business? We have the tools to help and our help is free. You have nothing to lose. **Request a Dayton SCORE mentor.**

Give us your feedback. We would love to have ideas of interesting activities that SCORE could use to help others realize their business dreams. Your success is what invigorates our counselors and our community.

[Feedback](#)

Small Business Development Series
June For-Profit Workshops

This series, put on in conjunction with The Small Business Administration, is designed to provide information and contact resources to both beginning and continuing businesses in the Dayton and surrounding area.



This series consist of six workshops which began in April and will continue monthly until September. To view the complete Small Business Development Series and to register for the June workshops:

- June 14 - **Access to Capital - Part 2**, will provide experts from Banks, Credit unions, and non-standard funding sources which provide alternate sources of capital at varying levels of expense..
- June 29 - **Social Media Marketing - 2017**, will consist of presentations on Social Media Marketing followed by a one hour question and answer session with our expert panel.

Click to learn more about this series.

[Learn More and Register](#)

June Non-Profit Workshops

Dayton SCORE provides free mentoring to non-profit organizations and charities by volunteers experienced in working as board members and executives in non-profit organizations.

The Spring Non-Profit series of workshops focuses on topics that our research has shown to be of critical importance to non-profits. For the month of June, the following workshops are available:



- **June 22 - "Fundraising"** addresses in detail the important fundamentals of the fundraising function of a non-profit organization.
- **June 29 - "Social Media Marketing - 2017"** will consist of presentations on Social Media Marketing followed by a one hour question and answer session with our expert panel..

[Learn More and Register](#)

[The Megaphone of Main Street, Volume 1](#)

THE MEGAPHONE OF MAIN STREET:

REPORT ON AMERICA'S SMALL BUSINESSES

presented by
SCORE 



Drawing from SCORE's large, diverse population of clients, this new data report is the first in a series providing a snapshot of the current American small business landscape.

At a glance:

- Most critical service for pre-startups' success? More than 27% answered "marketing and sales."
- Start-ups reported creating work for an average of three people.
- More than 50% of start-up owners relied most heavily on the advice of other businesses owners or peers compared to other sources of advice.

In addition to significant findings on the employment impact of start-ups and microbusinesses, this study highlights several previously unexplored areas that will benefit from future research in upcoming SCORE Megaphone of Main Street reports.

Click below to view the data report and accompanying infographic.

[Learn More](#)

[Improve Your Email Marketing with Automation](#)
[Wednesday, June 14, 1:30 p.m. EDT / 10:30 a.m. PDT](#)

Automated emails triggered by a user's actions are timely, personalized, and relevant. During this webinar, Deluxe will look at:

- When to use automated email campaigns
- What kind of events should trigger an automated campaign
- The types of content that work well for an automated campaign



[Learn More](#)

How Health Savings Accounts Can Put Money Back in Your Pocket

Thursday, June 22, 1:00 p.m. EDT / 10:00 a.m. PDT

SCORE mentor Dick VerEecke will discuss how a Health Savings Account can shelter some of your income and reduce your taxes.

You will learn:

- Three ways HSA can benefit small business owners
- How you can start benefiting from HSAs immediately



[Learn More](#)

Build a Relationship - A Guide to Effective Customer Communication Through Video, Text and Email

Thursday, June 29, 1:00 p.m. EDT / 10:00 a.m. PDT

In partnership with Dex Media, Michael Skigen will cover how to effectively use video, email and text to strengthen and grow your customer relationships.



You will learn:

- How to grow your business and stay ahead of the competition
- How to make your current customers repeat customers
- Three actions to improve your customer communications

[Learn More](#)

Success With SCORE



Moonlight Coalition for Adult Learning

Watch the above video to learn how SCORE PEORIA helped the Moonlight Coalition for Adult Learning create an airport gift shop.

Furthermore, Loder and mentors [Frank Melchior](#), [Anthony Basile](#), and Kristine Scheufele helped Marshood prepare for vital meetings with school administrators when launching the program.

Get Help From A Dayton SCORE Mentor

What You Might Have Missed in May: National Small Business Week Webinars

Did you catch all of the great National Small Business Week webinars?

Watch
Now



[Subscribe to Dayton SCORE Newsletters](#)



Dayton SCORE, Chapter 107
www.dayton.score.org
Phone 937.225.2887



SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for over 50 years.

Because our work is supported by the U.S. Small Business Administration (SBA), and thanks to our network of 11,000+ volunteers, we are able to deliver our services at no charge or at very low cost.

Find out more about our Mission, Vision and Values [here](#).



LUNCH & LEARN

Attend one of three lunches to register for BYG Challenge 2.0 and listen to our experts in rapid fire presentations to learn all you need to know on:

- How to become Green Certified
- Updates in the green business certification program
- Exclusive DP&L enhanced rebates available to all BYG participants
- Exclusive free sustainability tools available to BYG participants
- What's new for Bring Your Green 2.0
- Q & A to answer your specific questions
- Open registration with assistance from staff!

LUNCH WILL BE PROVIDED COURTESY OF DP&L
Limited space available, RSVP now!

June 21, 12:00 -1:00
July 11, 12:00 -1:00
August 16, 12:00 -1:00

Business Solutions Center
1435 Cincinnati Street | Suite 300 | Dayton, Ohio 45417

