

# GROUP MARKET VISITS

Shake hands with your new customers...  
in their country!



Face-to-face meetings are as important to international business as they are to domestic marketing. VEDP International Trade arranges trips for several companies to travel together to meet face-to-face with prospects. Potential buyers or distributors are pre-qualified, based on information you provide to meet your export market objectives. These well-planned visits are business meetings set up on your behalf, with your input, to save you time and maximize your results. Participants also receive language assistance, facilities coordination and networking receptions when able.

## YOU'LL DISCOVER

- Fast-track itinerary saves time
- Surprisingly affordable
- New customers & partners
- Advance planning minimizes risk
- Our professionals make it easy & efficient

### AMERICAS

COUNTRIES	MEETING DATES	REGISTRATION DEADLINE	FEE
Canada (Vancouver)	Mar 15 - 19, 2010	Jan 15, 2010	\$2,350
Mexico	May 10 - 14, 2010	Mar 12, 2010	\$2,150
Canada (East)	Oct 18 - 22, 2010	Aug 20, 2010	TBD

### ASIA PACIFIC

COUNTRIES	MEETING DATES	REGISTRATION DEADLINE	FEE
India	Nov 8 - 12, 2010	Sep 10, 2010	TBD

### EUROPE | MIDDLE EAST | AFRICA

COUNTRIES	MEETING DATES	REGISTRATION DEADLINE	FEE
United Kingdom	Apr 26 - 30, 2010	Feb 26, 2010	\$2,450
Turkey	May 3 - 7, 2010	Mar 5, 2010	\$2,150
Czech Republic & Poland	Oct 4 - 8, 2010	Aug 6, 2010	TBD
Saudi Arabia	Dec 4 - 7, 2010	Oct 8, 2010	TBD

*Note: Dates and destinations are subject to change without notice.*

Register online:

[ExportVirginia.org](http://ExportVirginia.org)

*We are happy to provide market verification to determine which market is right for your company. Call (804) 545-5756 or contact your local Trade Manager for more information.*

For more information, contact:

Scott Kennedy  
Events Manager

PHONE

(804) 545-5754

EMAIL

[skennedy@yesvirginia.org](mailto:skennedy@yesvirginia.org)



BUSINESS WITHOUT BORDERS

# INDEPENDENT MARKET VISITS

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Face-to-face meetings are as important to international business as they are to domestic marketing. When group visits do not match your schedule or target country, our Global Network team can help arrange an Independent Market Visit. The VEDP will connect you with one of our 44 in-country consultants who will identify, screen and set appointments with qualified distributors, agents or partners. Our consultants assist with planning, logistics, appointment setting, translation, and trade show support. These well-planned visits are business meetings set up on your behalf, with your input, to save you time and maximize your results.

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- Advance planning minimizes risk
- Our professionals make it easy & efficient
- Flexible with your schedule

## COST FROM \$2500

The independent market visit fees depend on the country and the number of days that assistance is required. Please contact Stephanie Tignor, Global Network Manager, at [stignor@yesvirginia.org](mailto:stignor@yesvirginia.org) for a price quote. Independent market visit fees are payable by the company directly to the VEDP's Global Network consultant.

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For more information, contact:

Stephanie Tignor  
Global Network Manager

PHONE  
(804) 545-5756

EMAIL  
[stignor@yesvirginia.org](mailto:stignor@yesvirginia.org)

VEDP'S GLOBAL NETWORK				
AMERICAS	EASTERN EUROPE	WESTERN EUROPE	MIDDLE EAST & AFRICA	ASIA PACIFIC
Argentina Brazil Canada Chile Mexico	Bulgaria Czech Republic Estonia Hungary Latvia Lithuania Poland Romania Russia Slovakia Turkey Ukraine	Belgium Denmark Finland France Germany Ireland Italy Netherlands Norway Spain Sweden United Kingdom	Israel Jordan Qatar Saudi Arabia South Africa United Arab Emirates	Australia China India Japan Malaysia New Zealand Singapore Thailand Vietnam

