

# 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 (East)	Oct 18 - 22, 2010	Aug 20, 2010	\$2,150
Brazil & Chile	Nov 8 -12, 2010	Sept 12, 2010	\$2,150 - 1, \$2,750 - 2
Canada (West)	Mar 7 - 11, 2011	Jan 7, 2011	\$2,150

### ASIA PACIFIC

COUNTRIES	MEETING DATES	REGISTRATION DEADLINE	FEE
Australia	Mar 21 - 25, 2011	Jan 21, 2011	\$2,150
China	Apr 11 - 15, 2011	Feb 4, 2011	\$2,150
India	Apr 18 - 22, 2011	Feb 11, 2011	\$2,150

### EUROPE | MIDDLE EAST | AFRICA

COUNTRIES	MEETING DATES	REGISTRATION DEADLINE	FEE
Poland & Czech Republic	Oct 4 - 8, 2010	Aug 6, 2010	\$2,150 - 1, \$2,750 - 2
Saudi Arabia	Dec 4 - 7, 2010	Sept 30, 2010	\$2,150
United Kingdom	May 16 - 20, 2011	Mar 4, 2011	\$2,150
Paris Air Show	Jun 20 - 26, 2011	Sept 15, 2010	\$2,500

*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)



# 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. 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	Bulgaria	Belgium	Israel	Australia
Brazil	Czech Republic	Denmark	Jordan	China
Canada	Estonia	Finland	Qatar	India
Chile	Hungary	France	Saudi Arabia	Japan
Mexico	Latvia	Germany	South Africa	Malaysia
	Lithuania	Ireland	United Arab Emirates	New Zealand
	Poland	Italy		Singapore
	Romania	Netherlands		Thailand
	Russia	Norway		Vietnam
	Slovakia	Spain		
	Turkey	Sweden		
	Ukraine	United Kingdom		

