



**OFFICE OF ECONOMIC DEVELOPMENT**  
**PROMOTING INTERNATIONAL TRADE AND CULTURAL COOPERATION**  
**FOR BELLEVUE AND THE PUGET SOUND REGION**

**UPCOMING EVENTS**

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EVENTS ANNOUNCEMENT

The City of Bellevue partners with the State of Washington Department of Commerce ([www.commerce.wa.gov](http://www.commerce.wa.gov)), World Trade Club ([www.worldtradeclub.net](http://www.worldtradeclub.net)), Trade Development Alliance ([www.seattletradealliance.org](http://www.seattletradealliance.org)), and several community and business organizations to encourage more investment and to grow our benefits from international trade.

The trade discussion series and workshops during the upcoming months are listed below.

## List of Events and Details:

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### General Help

**Title: "Selling Your Services Overseas"**

August 4, 9 am to 12 noon, Dept of Commerce, 1000 Second Avenue, Suite 2700, Seattle – Organized by the Export Finance Assistance Center of Washington, US Export Commercial Service, and Washington State Department of Commerce. To register, go to [www.servicesexportworkshop.eventbrite.com](http://www.servicesexportworkshop.eventbrite.com)

**Title: "Startup Day"**

September 26, 9 am to 5 pm, Meydenbauer Center, Bellevue – This all day event for pre-entrepreneurs is organized by Seattle2.0 and the State of Washington Department of Commerce. For information and registration, go to [www.Seattle20.org](http://www.Seattle20.org) or view the webcast at [www.startupday.com/static/webcast/startupdaysponsorship.html](http://www.startupday.com/static/webcast/startupdaysponsorship.html)

### China Trade Series

**Title: "Sourcing Rules to Road"** - part of the "Grab your Keys to China" Series

August 13, 1 pm to 4 pm, Bellevue City Hall – This event will focus on quality requirements, pricing, conditions and deadlines, and other dos and don'ts of sourcing in China. To register go to [www.wte-usa.com/grabyourkeystochina.html](http://www.wte-usa.com/grabyourkeystochina.html)

**Title: "The Fun, the Culture, and the Traps in China"** - part of the "Grab your Keys to China" Series

September 10, 1 pm to 4 pm, Bellevue City Hall – Leverage your knowledge of the Chinese culture to build strong relationships with your partners in China. To register go to [www.wte-usa.com/grabyourkeystochina.html](http://www.wte-usa.com/grabyourkeystochina.html)

**Title: “How to Follow Up When You Return”** - part of the “Grab your Keys to China” Series  
October 8, 1 pm to 4 pm, Bellevue City Hall – Now that in China you’ve met a promising business partner, how do you keep the communication going? Learn what other successful businesses have done to transform opportunities into executable plans, including steps to take and resources to assist your efforts. To register go to [www.wte-usa.com/grabyourkeystochina.html](http://www.wte-usa.com/grabyourkeystochina.html)

## **Initiative India**

### **Upcoming Events:**

**Title: “Business Beyond Boundaries: The US and India – Making the Most of a New Era of Collaboration”**  
August 19, 6 pm to 9 pm, Marriott Hotel in Bellevue – Organized by TiE (the Global Network of Entrepreneurs), State of Washington, and the City of Bellevue. The event will include dinner followed by business panel discussion and Q&A. Topics will include opportunities, dynamics of the India economy, pitfalls, resources, strategic choices, and tips or tricks to getting budding entrepreneurs up and running. To register, go to [http://www.seattle.tie.org/TGS/EM/viewevent/viewEventPT?id\\_event=3605&from\\_where=chapter\\_homepage](http://www.seattle.tie.org/TGS/EM/viewevent/viewEventPT?id_event=3605&from_where=chapter_homepage)

**Title: “Insights on India and the Pacific Northwest”**  
August 26, 5:30 to 8 pm, Bellevue City Hall – Organized by the World Trade Club and hosted at Bellevue City Hall, the discussion will focus on trade opportunities and what a new consulate will mean to the region. The event will include dinner, followed by presentation by featured speakers in Council Chambers and Q&A. Featured speakers will be Mrs. Susmita G. Thomas, Consul General of India, San Francisco; Prabu Pingali, Deputy Director, Gates Foundation; and George Paulose, President, Ames International. The World Trade Club of Seattle was established in 1946. It is one of the oldest and largest international trade organizations in Washington. Registration information can be found at <http://www.worldtradeclub.net/indiaregistration09.aspx>. Coverage will be provided by Bellevue TV. Mayor Degginger will provide welcome remarks.

### **Future Events:**

**Title: “Culture, Communication, and Decision Making in the India-US Multicultural Context”**

For Human Resource Directors and Managers, the City will offer free management workshops on this important management topic. For this, the City of Bellevue has hired a consulting psychologist from India who is a well-known international expert in multi-cultural communication and organizational development. These workshops will be held in October to December 2009.

Businesses that are engaged in trade with India or hire workforce from India and the India-American community will benefit from these workshops. In advance of these management workshops, the City will work to identify what businesses and individuals would like to participate in the free workshops and their specific questions or business needs. We request that businesses and individuals would like to participate in the free workshops contact one of the following persons:

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