

Agenda: Doing Business in the USA
Thursday, May 03, 2012, Surrey, BC

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| <p>8:15 Registration/Coffee/Snacks</p> <p>8:45 Introduction/Overview</p> <p>9:00 US Travel/Immigration Planning
Temporary business visas, restrictions
Types of work visas, restrictions
Residence, employment issues</p> <p>9:30 Business Planning/Taxation
Overview of federal/state tax system
Update on Canada/USA tax treaty
Tax issues for cross-border employees
Washington state tax issues/exposure</p> <p>10:00 Break</p> <p>10:15 Business Formation/Commercial Transactions
Forms of business organization
Legal entities/business structures</p> <p>10:45 Canada/USA Distribution/Logistics
Establishing a USA business identity
Warehousing/storage/inventory
Transportation/shipping/mail
Order processing/fulfillment</p> <p>11:15 US Customs Clearance Guidelines
Documentation and procedures
Packaging, marking considerations
Practical operating guidelines</p> <p>11:45 Cell Phone Break</p> <p>12:00 Hosted Buffet “Working” Lunch
Roundtable discussions with speakers, attendees and resource people</p> <p>12:30 Restroom Break</p> | <p>12:40 Canada/USA Border Update
A brief update by PACE (Pacific Corridor Enterprise Council) on current cross-border legislation, programs and services affecting Canadian travelers and importers/exporters.</p> <p>1:00 Canadian Government Programs/Services
Overview of service and support programs provided by the Canadian government through trade commissioners stationed in Vancouver and at Canadian Consulates and trade offices in Seattle and more than 15 other U.S. cities.</p> <p>1:30 US Sales/Marketing Strategies
Overview of the US market
Defining/researching <u>your</u> US market
Sales/marketing fundamentals
How to find a rep
Increasing your chance of success
Lessons and pitfalls
Example USA marketing plan</p> <p>2:00 Money, Money, Money!
An open forum (with guest “experts”) to discuss topics of interest, e.g., opening a U.S. bank account/credit card merchant account, money transfers, foreign exchange, billing, collection, financing your business, cash flow, pricing, personal investments, venture capital and more.</p> <p>2:45 Roundtable “How To” Meetings
Your opportunity to meet informally with speakers and other resource people to discuss your specific needs/plans/opportunities.</p> <p>4:30 Adjourn</p> |
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Presented/Sponsored By:

Greg Boos, USA Immigration Attorney
Rob Gilfillan, International Senior Tax Manager,
Moss Adams LLP, Certified Public Accountants
Gene Moses, USA Business Attorney
Jim Pettinger, President, International Market Access, Inc.
Lou Kaszubski, Pacific Customs Brokers Inc.
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