

IOWA'S GLOBAL FOCUS

The Iowa Economic Development Authority's (IEDA) Global Business team provides various export and trade services to Iowa companies. The team assists companies in developing and expanding export markets by offering:

- **Individual Consultation** – Assistance with questions and export topics, international documentation, transportation, finance, market research and more.
- **Global Market Assistance** – Support from Iowa's network of global offices and representatives (see reverse), ready to provide customized assistance in respective international markets.
- **Educational Seminars** – Seminars and workshops held throughout the year at various locations.



- **Trade Shows** – Guidance in selecting appropriate international trade fairs and assistance with logistical support, show planning and follow-up.
- **Trade Missions** – Organized annually, opportunities for individual company appointments. A complete itinerary is arranged for each company, including individual, pre-qualified appointments.
- **Financial Assistance Programs** – Support for eligible companies exhibiting at international trade shows, participating in a trade mission, or with international compliance and marketing efforts.
- **Partner State Program** – Coordination of government and business-related exchanges associated with Iowa's seven international partner states that maintain cultural and educational connections with Iowans.

GLOBAL BUSINESS TEAM

A company interested in extending its global reach may contact an IEDA Global Business team member.

Manufacturing & Service Industries

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Financial Assistance

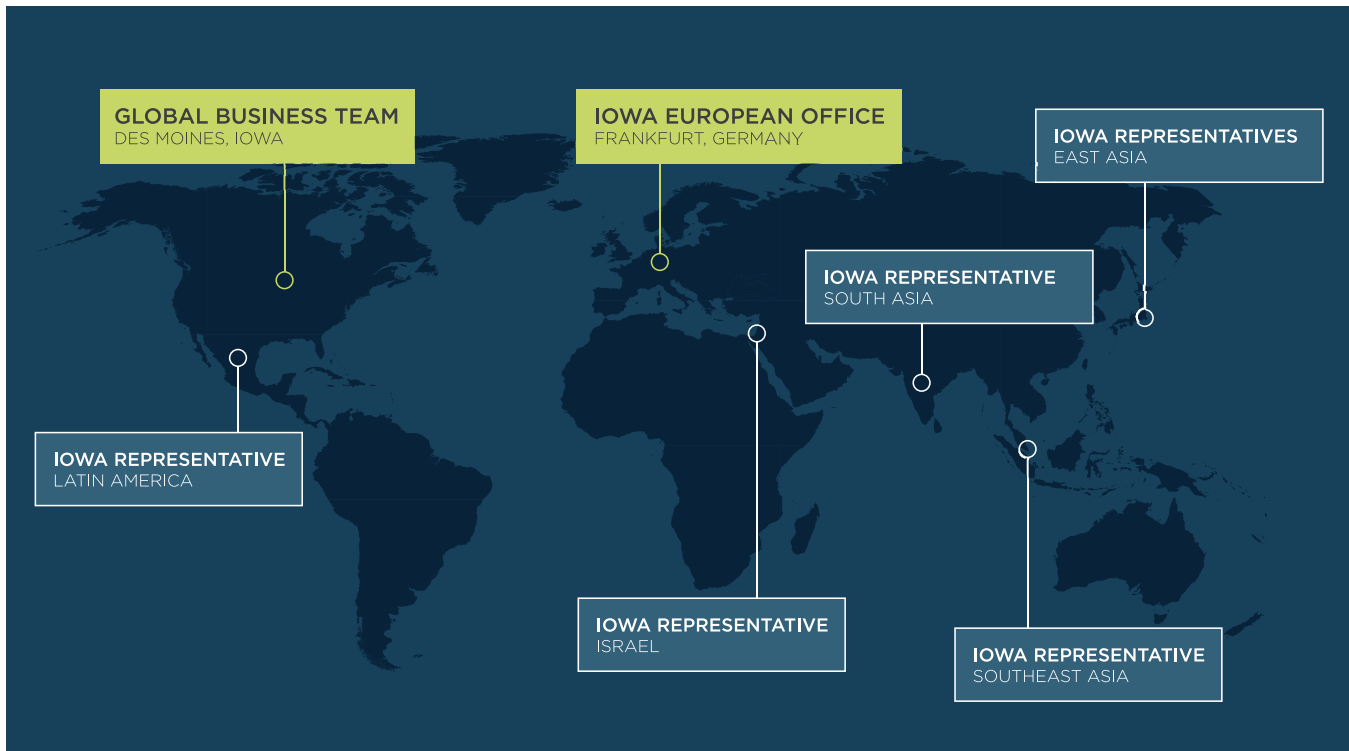
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IOWA ECONOMIC DEVELOPMENT AUTHORITY

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GLOBAL SERVICES FOR IOWA COMPANIES

Iowa companies can utilize IEDA's in-country representatives from various markets around the world for a variety of individualized services.

General Market Information – Preliminary market research to help identify market entry or expansion opportunities. Access a variety of data sources, business, economic and political information, trade statistics, directories and more.

Industry/Market Analysis – In-depth market information to determine market potential, competitors, distribution, requirements to conduct business and advertising channels.

Agent/Distributor/Sales Associate Search – Designed to help Iowa companies secure a list of potential collaborative partners, agents, distributors or other sales associates for suitability, capabilities and compatibility.

Customized Business Appointments – One-on-one appointments with prospects or local professional service providers for legal, financial, logistics and other business consulting services.

Follow-Up Services – Assistance with prospect follow-up after an event or meeting in a local language or facilitation of a future meeting and next steps.

MORE INFORMATION

For more information on the Iowa Economic Development Authority Global Business services, visit: iowaeda.com/exports.