

The membership benefits for companies joining emita are:

A Regular Programme of Events

- Free attendance for a year at all events for one delegate from the company
- Free members only special events
- The opportunity to network with other like-minded businesses

Benefits on Affiliate Company Products & Services

- A 12.5% discount on all Institute of Export (IoEx) training courses
- Attendance by IoEx members at our events will attract 5 IoEx CPD points per event (max 30 points per annum)
- A free 30 minute website evaluation from Hallam Communications Ltd
- 2000 bonus points when you register with the Star Alliance Company Plus airline rewards programme

Free Professional Support from Selected Sponsors

- Free banking advice from RBS
- A free 20 minute legal consultation with Nelsons Solicitors
- A free Dun & Bradstreet comprehensive Company Report, complements of RBS
- A free 60 minute business consultation (accounting, finance, tax, management, etc) with Tenon

future events:

Thursday 18 October
Russia

Tuesday 20 November
UAE & Qatar

January
Members Only:
East Midlands Airport
Tour (EMA)

Wednesday 20 February
International Logistics

Thursday 13 March
Top Three EU Partners

visit: www.emita.org.uk

Sponsors...



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Global Business

minimising threats and exploiting opportunities

University of Derby
Kedleston Road
Derby
DE22 1GB

Thursday
4 October 2007

5.15 pm – 7.15 pm



the business network
for international trade

in association with



Global Business

minimising threats and exploiting opportunities

Date: Thursday 4 October 2007

Speakers:

Rosie Smith is the Bank of England's deputy Agent for the East Midlands.

- Together with the Agent for the region, Chris Brown, she acts as the eyes, ears and mouthpiece of the Monetary Policy Committee in the East Midlands.
- Rosie has worked for the Bank for 21 years, the first thirteen in various economic, policy and statistical roles in the Bank's Head Office in London.
- Since coming to the East Midlands in 1999, Rosie has added to her economics degree an MBA from the University of Nottingham.

Peter Hogarth is the International Trade Director for UK trade & Investment in the East Midlands.

- Peter is responsible for the strategic direction and delivery of public sector international trade business support in this region.
- He started work as a buyer in an international trading company in his native Liverpool. With particular experience in Africa and the Middle East, Peter learnt to deal with the differing demands of international business in a variety of roles. While based in Nigeria and then Zimbabwe he managed import and distribution businesses.

- Upon his return to the UK Peter became an export manager firstly for a multinational and then a small private business before moving to a new role as an export adviser with Business Links in Leicester and Nottingham.

Ejaz Qureshi is the Head of Regional Business Development at the University of Derby.

- Ejaz has over 25 years experience working within business with Blue Chip, mid-corporate employers and SMEs.
- He started out as a design engineer developing products in the motor vehicle, electronics and textiles sectors and subsequently moved on to the world of learning and skills development. He applied this experience by assisting thousands of SMEs over a number of years in a great variety of sectors.
- Ejaz now heads up the Business Development unit at the University of Derby where his main responsibility is in facilitating employer engagement with the university by providing access to available expertise and facilities.

Programme:

- 17h15 Registration & refreshments
- 18h00 Welcome and introduction
- 18h10 **Rosie Smith:** All the World's a Stage - The International Economic Backdrop
 - Europe - An investment-led recovery in our largest export market
 - The US - How recent uncertainties are playing out
 - Asia - Strong growth and an emerging customer base?
- 18h25 **Peter Hogarth:** an East Midlands International Perspective
 - Exports and the East Midlands
 - Sectors & Markets important to the East Midlands
 - Opportunities for East Midlands' companies
 - Globalisation and what to do about it
- 18h50 **Ejaz Qureshi:** Internationalising your Products & Services
 - Matching your products to fit the legal requirements of overseas countries
 - Exploring differing quality standards, culture and market expectations of overseas markets
 - How to mass customise your products and services for specific export markets
- 19h05 Q&A and round-table discussions
- 19h15 Close & networking

Booking Details

Please complete this form in block capitals.

Global Business

Name

Position

Company

Address

..... Post Code

Telephone

Fax

E-mail

Product / Sector

Current / Potential countries of interest

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