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# The Master Key: Unlocking Career Opportunities Through Education

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# Why We're Here

Every product you touch— your phone, your clothes, your coffee exists because of international trade

***1 in 5 US jobs is tied to international trade***

# Trade Jobs

There is a growing demand for professionals who understand:

- Export Controls
- Import Compliance
- Global Marketing
- Trade Finance
- Global Supply Chain
- Export Compliance

***But there is no single path or formal trade education***



# Professional Certificates/ Licenses



## **CGBP**

### *NASBITE International*

A Certificate that covers Trade Finance, Global Marketing, Global Business Management, and Global Supply Chain- well rounded



## **ECoP®**

### *ECTI*

A Certificate that specializes in US Export Control regulations- EAR, ITAR, OFAC



## **Customs Broker License**

### *CBP*

Required if you want to act as a Customs Broker, includes import regulations, valuation, classification, duties, etc.



## **ICC Academy**

### *ICC*

A lot of different Certificates to choose from, all focused on Trade. Ex. Incoterms 2020, Certified Trade Finance Professional, Free Trade Agreement Certificate, etc.



## **Certified US Export Compliance Officer**

### *CBG*

CUSECO Certificate focuses on export compliance (ITAR & EAR) for those serving as an empowered official.



## **Certified Export Specialist**

### *NCBFAA*

They have multiple Certificates to choose from: CES, CCS, CZS, MCS, and MES.

# Conferences

A great way to expand knowledge, network with others, and learn what others are facing in trade.

## INTERNATIONAL TRADE CONFERENCES

- ✓ NASBITE (National Association of Small Business International Trade Educators) Annual Conference
- ✓ ICPA (International Compliance Professionals Association) Annual Conference
- ✓ ATCC (Advanced Topics in Customs Compliance) Conference
- ✓ National Customs Brokers & Forwarders Association of America (NCBFAA) Annual Conference

# Webinars

## Micro-learning opportunities

- Star USA- monthly webinars & on demand webinars
- Ohio SBDC EAN- ongoing webinars in our network
- NASBITE- ongoing webinars & Trade Passport website
- ICPA- monthly webinars
- ITA/CBP/Census- ongoing webinars & recorded
- Expeditors- multiple webinars per month
- Massachusetts Export Center- ongoing webinars

# The Master Key Mindset

Make lifelong learning part of  
your professional identity

- **Find Your Next Key**– Identify what will unlock your next level: a new technical skill? leadership experience? a stronger network?
- **Keep Turning the Lock**– Stay curious and updated on global trends, trade policies, and regulations through webinars, conferences, Federal Register, & Daily Bugle
- **Open a New Door in the Year Ahead**– Take one concrete step forward: attend a webinar, earn a certificate, study for a license, or attend a conference.
- **Pass the Key Along**– Share knowledge, mentor peers, and contribute to a more connected and educated community of women in trade.

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## Thank You!

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