

Forth Valley Chamber of Commerce

Virtual Trade Mission to Florida

Delegate Briefing Session

Tuesday 27th October 2020, 1:00pm - 5pm



Agenda

UK Time	
13:00 - 13:10	Welcome Lynn Blaikie, President Forth Valley Chamber of Commerce
13:10 - 13:30	Florida, Gateway to the US & Latin America Yassin Nahi, Director UK & Ireland Enterprise Florida
13:30 - 14:00	Exporting support available through the Bank Samantha Swift, Working Capital Delivery Manager, Royal Bank of Scotland
14:00 - 14:30	An overview to reducing the risks of breaking into the US Cyril Meehan, Director, Distribution USA
14:30 - 15:00	Know Before You Go: Top Tips for Doing Business in the US Tracey Ginn & Danielle Prado, US & Corporate Partner, MBM Commercial LLP
15:00 - 15:10	BREAK
15:10 - 15:55	"Working with Americans" Allyson Stewart-Allen, CEO International Marketing Partners Ltd
15:55 - 16:25	Outlining the benefits of trading with the US through a distributor Steve Thomas, Director of Sales, UKi Specialty Food Distributors
16:25 - 16:35	Overview of Dunedin - Stirling's Twin City Julie Ward Bujalski, Mayor of Dunedin, Florida
16:35 - 17:00	Q&A Session and Closing Remarks Lynn Blaikie, President Forth Valley Chamber of Commerce