

**Monday June 2, 2003**

Topic Suggestion: **Taking your Family Business into the International Arena**

This program will touch on the aspects of coping with international competition and the options family businesses have in pursuing global competitiveness. Presenters will discuss the barriers to entry as well as success stories from local family owned businesses in our area.

This will include:

- a. How to get information about international business
- b. How to investigate joint venture possibilities
- c. How to find distributors in other countries
- d. How to use State and Federal agencies to help
- e. How to perform due diligence overseas
- f. How to create international partnerships

Format: Panel/Roundtable Discussion

Speaker: Roger Cranville from the PRA, Rena Lu-Belshe from SPC , and others TBA

Co-Host: IUP Center for Family Business, SMC Business Councils, and The Family Business Center at Citizens Bank

Location: Regional Enterprise Tower, Pittsburgh

Sponsor: Family Business Roundtable

Time 5:30-6:15 for Networking, Cocktails and heavy

: hors d'oeuvres

6:15-8:15 for Presentations and Discussions