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**Selling to the World Company Candidate Application Form**

This information will help us get to know your company and your readiness for export training.

***THIS INFORMATION IS STRICTLY CONFIDENTIAL. You can use the “tab” key to navigate this form.***

**I. CONTACT INFORMATION**

|  |  |  |
| --- | --- | --- |
| Date:  La | From what organization/person did you hear about the STTW program? | |
| Company Name: | Contact Person: | Title: |
| Address 1: | Address 2: | City: |
| County: | State: | Zip Code (9 Digit):       - |
| Company Phone: | Cell Phone: | |

|  |  |
| --- | --- |
| E-Mail Address: | Fax: |
| Websites: | Social Media: (ex: Facebook, LinkedIn etc.) |

II. COMPANY

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Year Established: | | Number of Employees: | | |
| Provide a short description of your company history / profile. (Maximum of 1900 characters) | | | | |
| NAICS Code Information: [**https://www.census.gov/naics/**](https://www.census.gov/naics/)  [**NAICs Size Standards Table 2022**](https://www.sba.gov/sites/default/files/2022-12/Table%20of%20Size%20Standards_Effective%20December%2019%2C%202022_508%20%281%29_0.pdf)  NAICS Code (6-digit number):  NAICS Industry Description: | | | | Federal Employer Identification Number (FEIN): (required)\* |
| Type of Company:  Manufacturer  Service Company  Food Company  Export Trading Company | | Consultant  Life Science  IT  Other | | |
| Years of Export Experience: | | | | |
| Annual Sales ($): | Int’l Sales ($): | | % Int’l: | |
| Describe profitability and growth trends: | | | | |
| Are you manufacturing your own product?    Where? | | | | |
| Are you sourcing your products/components?  Where? | | | | |
| Do you have a:  Written Business Plan:  International Marketing Plan:  Export Plan:  Export Budget: | | | | |

|  |  |
| --- | --- |
| Are you/your company knowledgeable on:  Cultural differences  Export procedures  Export documentation  Logistics/shipping  Methods of payment  Describe degree of knowledge and/or experience: | |
| Is your company:  Minority-Owned  Women-Owned  Veteran-Owned | LGBTQ+  Rural  Other |
| Is your company certified?  Who is the certifying organization? | |

**III. PRODUCT INFORMATION**

|  |  |  |
| --- | --- | --- |
| Product Description: (Maximum of 1900 characters) | | |
| Describe the competitive advantages/niche of your products or services. (Maximum of 1900 characters) | | |
| Are your products “export ready”? (Ex: need product modification; labeling, standards, etc.) | | |
| Is a US Export License Required? Acquired? | | |
| Patents Held: | Trademarks: | Certifications Held:  ISO Standards  CE Mark  Other  If other, which certifications? |

**IV. ADDITIONAL QUESTIONS**

We realize companies have gaps, which are important to for us know for program focus, assessment, and obtaining resources.

|  |
| --- |
| Please adequately describe corporate and/or export capabilities and challenges. |
| Is there Senior Management commitment to sell internationally and/or develop an export program? |
| Is there a person(s) dedicated to the international sales/full export effort? |
| Do you have internal support/resources for manufacturing, export sales, document processing, shipping, financing? |
| Is there a willingness and ability to travel (time, budget, personnel)? |
| Are there other concerns or strong points you wish to share to help us understand your preparedness for this program? |

Thank you for your interest in Selling to the World!

Please submit your completed Selling to the World Application Form to [smacdonald@wtcphila.org](mailto:smacdonald@wtcphila.org)

Applications are due **March 22nd, 2023**. Early submission of applications is encouraged.