

**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**

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| 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:      |

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

II. COMPANY

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| 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:  |

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| Are you/your company knowledgeable on:[ ]  Cultural differences [ ]  Export procedures [ ]  Export documentation [ ]  Logistics/shipping[ ]  Methods of paymentDescribe 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**

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| 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 [ ]  OtherIf 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.

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| 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

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