



presents... a **Training Program for Executives** with experience doing business in China. The program will bring together industry leaders in their fields who will provide practical, technical skill training in Intermediate level subjects.

## CHINA: ADVANCED TRAINING FOR EXECUTIVES

**We invite you to attend a conference designed for executives who focus on China**

- The program is designed to provide you with specific information you can use.
- Our speakers are industry veterans who have extensive “on the ground experience” in China.
- You will gain working knowledge in topics that you can implement immediately.
- An opportunity to network with your peers.

### **CONFERENCE SCHEDULE:**

9:00 – 9:30am	Introduction: Herb Smith, CEO With over 15 years developing partnerships in China Mr. Smith brings a wealth of experience
9:30 – 10:30am	Leverage Your Expertise in China for Clients
10:45 – 12:00am	HR—Legal Concerns in Hiring Local <u>or</u> Engineer a Product the Chinese can Produce
12:00—1:00pm	Networking Lunch
1:00 – 2:15pm	Selling B2B in China <u>or</u> Acquisition Step One: Negotiation & Due Diligence
2:30—4:00 pm	<u>US Issues in Establishing an Operation in China;</u> DELOITTE—International Tax THRD—Expatriate Concerns CHINA SOURCE LINK—The impact in the U.S.

**Date:** October 3rd, 2005, registration at 8:00am

**Location:** Tri- C East Side Corporate College  
Cleveland, Ohio

**Cost:** \$300 before September 23rd, \$350 after

### **Key Speakers from:**

ROCKWELL AUTOMATION  
ENGELHARD PRODUCTS  
HAWK WELLMAN PRODUCTS  
BENESCH FRIEDLANDER LLP

### **Panelists from:**

DELOITTE  
THRD  
CHINA RESOURCE NETWORK  
SUPPLY CHAIN EDGE

*“I wanted to compliment you on a great conference, I found the comments credible, they gave me insight I can immediately put to work.”* comment from a VP Operations at the last conference

### **Registration Information:**

Materials available on the back or online at: [www.chinaresourcenetwork.com](http://www.chinaresourcenetwork.com) then link to the events tab  
Telephone: 330-659-0835 Email: [info@chinaresourcenetwork.com](mailto:info@chinaresourcenetwork.com)

**Early Registration Fee:** \$300 by Sept 23rd, increases to \$350 after that date

**Send Registration Form and Payment to:** Office Outsource, Inc., PO Box 1157, Bath, OH 44210

### **OUR SPONSORS**



## Conference Registration—China: Advanced Training for Executives

Company Name: \_\_\_\_\_ Date Submitted: \_\_\_\_\_

<u>Individuals Attending</u>	<u>Title</u>	<u>Session Choice</u>
		<u>10:45</u> <u>1:00</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

Company Address: \_\_\_\_\_  
Company Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ Website: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

Method Of Payment: check  or by credit card (website)  pls note name on the card: \_\_\_\_\_

Any special meal requests (name individual applies to): \_\_\_\_\_

Any special facility requests (disabilities): \_\_\_\_\_

NOTES: \_\_\_\_\_

Remove the above section and mail it w/ your check (made out) to Office Outsource, Inc., PO Box 1157, Bath, OH 44210

Or fax registration to: 330-659-3098 (use black pen for legibility) then make payment by credit card at our website, [www.chinaresourcenetwork.com](http://www.chinaresourcenetwork.com), then events tab - make a note above of the name on the card.

Direct any questions to: 330-659-0835 or Email: [info@chinaresourcenetwork.com](mailto:info@chinaresourcenetwork.com)

### China Resource Network

**Who we are:** a networking group for executives looking to participate in a dialogue regarding their business efforts in China.

**What is our purpose:** to meet monthly to discuss topics presented by members or the facilitator and to assist each other. We also communicate via email to members on the group membership list for specific advice.

**Who are our members:** the group limits membership to 25 per city to keep meetings small and productive. Members come from industry and their companies must be actively involved in China.

**Who is the facilitator:** Kim Kirkendall, President of Office Outsource, Inc. is the facilitator.

**How can I inquire about joining?:** Contact us by email at [info@chinaresourcenetwork.com](mailto:info@chinaresourcenetwork.com)

Kim Kirkendall can be reached through China Source Link at: 330-659-0835.

### What is the history behind this conference?

**First, the group:** China Resource Network was formed from a proposition by Ike Tripp, of Etna, at a conference on China in April, 2004. This came after a presentation by Kim Kirkendall that became more interactive than most conferences usually are. Afterwards, his question was... "can we do this again?" And we do - in the form of monthly group meetings.

**From the group, came the conference:** We wanted to take the opportunity to a larger group of people and bring in the best technical speakers—from industry. The first conference met with an overwhelming response from attendees. Our goal is to bring this information to the group and to the community twice a year.

**The conference speakers** are CRN group members or they represent companies / individuals known to us over the years. This is a very personal and interactive conference. We intend to keep the group dynamic, even with the larger audience.

**We welcome your involvement—speak up!**