**SBEA Member Spotlight Submission Form**

Dear Small-Business Owner:

The Small Business Exporters Association (SBEA), the international trade arm of the National Small Business Association (NSBA), is collecting member profiles to post them on our website at [www.SBEA.org](http://www.SBEA.org) in order to enhance the collective understanding of what it means to be a small- or mid-sized exporter today. We want to ensure small exporters voices are heard by lawmakers on Capitol Hill, and your personal exporting story can be incredibly impactful.

The SBEA Member Spotlight will highlight individual members for the duration of one month, your exporting experiences, how your business has benefited and been affected by exporting, and your overall trade experiences in this global marketplace. It offers an opportunity for you to share your story with other SBEA members and the greater small-business community.

***Please complete the questions below and email this form along with pictures of you, your business*** ***or product/service you export to*** [jmilanese@nsba.biz](mailto:jmilanese@nsba.biz).

Note that your answers will be used to create the spotlight. By participating, you agree to have your information (and picture) mentioned in the NSBA and SBEA newsletters, on our websites ([www.SBEA.org](http://www.SBEA.org) and [www.NSBA.biz](http://www.NSBA.biz)) and potential print communications. Your contact information, including telephone and e-mail information, will not be included in the article, unless you make that request.

If you have any questions, please feel free to contact Jody Milanese, Vice President of Government Affairs, at 202-293-8830.

As always, we appreciate your membership and thank you for participating!

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| **Full Name** |  |
| **City and State** |  |
| **Company Name** |  |
| **Website Address** |  |
| **Countries of Export** |  |
| **Email Address** |  |
| **Number of Employees** |  |
| **Phone Number** |  |

***\* Please attach a picture of you, your company or product/service you export.***

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| **QUESTIONS ABOUT THE BUSINESS** |
| 1. **Tell us about your company.** **<*Include a few sentences about the owner, business, products and services exported.*>** |
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| 1. **What is the toughest challenge facing your business right now?** |
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| 1. **What has been your biggest success as a business owner and exporter?** |
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| 1. **What is the best exporting advice you can offer fellow SBEA Members?** |
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| **QUESTIONS ABOUT EXPORTING** |
| 1. **What are the key benefits of exporting to your business?** |
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| 1. **How many years have you been exporting and how has trade boosted your job/sales growth and global competitiveness?** |
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| 1. **How has your company benefitted from preferential treatment under bilateral/multilateral free trade agreements?** |
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| 1. **What do you consider the largest challenges to selling your goods and/or services to foreign customers?** |
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| 1. **What types of federal support for exporting are most useful to you and your company as an exporter or as a potential exporter?** |
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| 1. **Have you utilized any financing programs from Ex-Im Bank or other federal agencies? If so, how did they help your business?** |
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