

# COVID-19 and Global Markets: Free Webinars from Export Delaware

✘ WILMINGTON, Del. – Global supply chains will be forever changed as a result of the COVID-19 pandemic. No company or organization will have one sole source of supply in any one country again. Sourcing is already shifting away from China and toward other markets. This offers a bright side for Delaware businesses, as exports could ultimately increase.

Local businesses can learn more about how international markets and exports will be affected by this pandemic from a new webinar series presented by Export Delaware: [“Global Conversations...With Our Export Delaware Family Worldwide”](#).

“For business professionals, now is the time to be proactive and assess which countries and markets are best for you to focus on,” said Beth Pomper, director of Export Delaware, a division of the Delaware Department of State. “While we are all working from home, it is important to maintain relationships with those clients you have or new ones you met on business trips, and learn what you can do proactively now to relaunch when borders open.”

The Export Delaware foreign trade office family will be featured in each session, providing details of their current market situation and opportunities in Australia, New Zealand, Ireland, the UK, South America, Canada, South Korea and Southeast Asia.

The sessions will be interactive, with an opportunity to ask questions live from home. Exporters already doing business in the region and businesses just curious to learn more are encouraged to join. Registration is complimentary.

## **Opportunities for Delaware Exporters in Australia & New Zealand**

Live from Brisbane, Australia

April 21, 2020 at 4:00 PM

[Register Here](#)

Join us for a free webinar addressing the current state of play in the Australian and New Zealand markets, the future outlook, and tips for conducting international business in this challenging time.

## **European Market Overview and Forecast**

Live from Belfast, Northern Ireland, United Kingdom

April 28, 2020 at 11:00 AM

[Register Here](#)

Join us for this webinar to learn first-hand about the current business situation and future outlook in the United Kingdom and Ireland from Delaware's trade representative, Declan Barry. Declan will share how suppliers will be diversifying, and outline opportunities for Delaware exporters.

## **Mexico and South America Market Overview and Forecast**

Live from Mexico City

Friday, May 8, 2020 at 10:00 AM

[Register Here](#)

Join us on this webinar to learn first-hand about what's going on in South America, specifically, Mexico, Colombia, Chile and Peru. Delaware's trade representative in Latin America, Miguel de Regil will share his intel on the ground from Mexico.

## **Opportunities for Delaware Exporters in South Korea and Southeast Asia**

Live from Seoul and Singapore

Monday, May 12, 8:00 AM

[Register Here](#)

Join us for a free webinar addressing the current state of business in South Korea and Southeast Asia. Delaware's trade representatives, Ken Yang and Sarath Menon will provide a future outlook in their markets and share tips for conducting international business during this challenging time.

### **Proactive Strategies for Increasing your Business in Germany, Switzerland, and Austria**

Live from Frankfurt, Germany

Tuesday, May 19, 10:00 AM

[Register Here](#)

Join us for a free Zoom meeting addressing the current business situation and opportunities for Delaware businesses in Germany, Switzerland and Austria. As Germany will likely be the first country in Europe to open its borders, learn what you can proactively be doing now to expand and launch your products. Delaware's trade representatives, Anette Hass, Sebastian Hass, Markus Wellman, and Fred Glickman from PM&P partners will share their perspectives from Germany.

### **About Export Delaware**

*If you are a new exporter, or want to explore new markets, we can help you get started! Export Delaware is an initiative of the Delaware Department of State. Our experienced staff provides on-site guidance to businesses that are looking to explore export opportunities or to expand their current export activities to new markets. We are the official global division of the State of Delaware; with a network of State foreign trade offices worldwide and funding assistance to help Delaware businesses. To connect with our team, contact [Export@delaware.gov](mailto:Export@delaware.gov) or go to [www.export.delaware.gov](http://www.export.delaware.gov).*

