



THE UNIVERSITY OF SOUTHERN MISSISSIPPI

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TO: Employers and Faculty serving USM IB 300 & IB 472 students

I respectfully ask your assistance to enable our international business students to participate in Export University, which is set for February 23 & 24 at the USM Gulf Park Campus. Since 2007 we have worked to make these classes as meaningful as possible. Previous classes have visited the World Trade Centers in Jackson and New Orleans, meeting with international business executives and US, State, and foreign government officials. They also work on export projects, utilizing the real-time, real-world resources used daily by firms sending products and services overseas.

I genuinely need your assistance, and ask you to accommodate these IB students.

While participating in Export University, the international business students have two intense days of briefings and sessions lead by federal and state officials, and business leaders from the region who are on the front lines of international trade. This is the third year that Export University is being offered at the USM Gulf Park Campus, and in 2010 it was the largest ever held in the region. Students will sit side by side with exporters, bankers, trade representatives, shipping agents, freight forwarders, and port officials. Students can earn certificates for their participation.

These students know that for them to attend Export University at our Gulf Park Campus, they must have your support and permission to be absent from their classes or from their jobs. I respectfully ask for your support and assistance in this regard. As you are aware, an all too-common problem voiced by employers these days is that they cannot find qualified people to work in their firms; these events and projects are a way that these young people can gain the experience and at least introductory knowledge of the exporting processes, and get to meet with the people who may one day hire them, or with whom they will continue to encounter in the world of international trade. Subsequently, these sessions can be vitally important to their careers.

Thank you in advance for your consideration. Please call me if you have any questions.

Respectfully,
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