



The peak membership body for Australian companies involved in international business

Membership Benefits





Why join the Export Council of Australia (ECA)?

The ECA is Australia's only organisation focused entirely on the needs of Australia's international businesses.

When you join the ECA, we become partners, working with you to support the international success of your business.

We have been supporting companies to grow internationally for over 60 years.

This means we know:

- ▶ The capabilities and skills your business needs for international success
- ▶ How to help solve your international business problems
- ▶ What you need from government and how to get it
- ▶ Where you can find specialist advice



KEY BENEFITS FOR BUSINESS MEMBERS

- ▶ **20% discount*** for your staff on all face-to-face ECA public courses to accelerate your global growth
- ▶ Free advice on your international trade challenges
- ▶ **Unrestricted free access to ECA research insights** into topics that will help you succeed internationally
- ▶ 20% discount* for the ECA's one-on-one international business coaching program
- ▶ **Strong advocates representing your interests with federal and state governments**
- ▶ Three free sessions per year with the ECA's international business mentors
- ▶ **20% discount*** for tickets to the NSW, QLD and WA State Export Awards Gala dinners, the best international business networking events of the year

JOIN NOW at export.org.au/membership

* For business members only, individual members receive a 10% discount



ECA skills development

- The ECA has been delivering practical education and training to Australian businesses for over 60 years.
- We have assisted thousands of companies to develop and grow business skills in international trade, and we can do the same for you!
- Whether you want to take your international business career to the next level, or catapult your business onto the global stage, you need to improve your capability and grow your capacity. Whatever training your business needs, the ECA has a course for you!
- **Business members receive up to 20% discount on ECA courses for all their staff.**



ECA advice

- When you join the ECA, in addition to the ECA's team of experts, we can connect you with our unparalleled network of international business professionals.
- Whatever your needs, the ECA can help. Doing business in Mongolia? We know who to talk to. IP protection problems in China? We can connect you. Need advice on EMDG? We know who can help!



ECA coaching

- The ECA's International Business Coaching service is a one-on-one matching service that aligns the specific needs of an individual company with the services of a subject expert.
- The ECA can draw on the expertise of a wide range of experts in international business, including ECA staff members, ECA Directors, industry professionals and academics.
- **ECA Business members qualify for a substantial discount on already competitive hourly rates.**



ECA research

- The ECA's research team is focused on delivering commercially insightful research to help Australian businesses succeed internationally.
- We work with a range of partners to bring you high quality research reports every year. These range from an in depth look at the Shanghai Free Trade Zone, to how to use Australia's FTA with ASEAN.
- **All ECA research is free for ECA Business Members.**



ECA advocacy

- The ECA is a respected and influential voice on trade policy. Our strong relationships with key ministers, shadow ministers and senior public servants help us shape policy in a way that benefits our members and Australia's international business community.
- We also know who to call if you're having a problem with a government regulation or difficulties accessing government support.



ECA membership packages

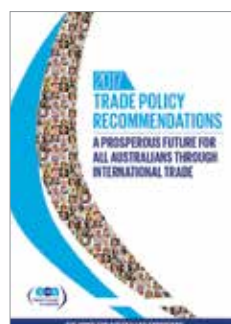
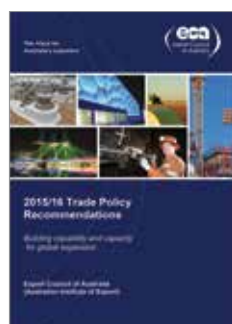
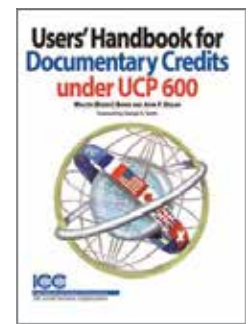
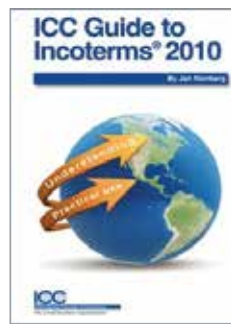
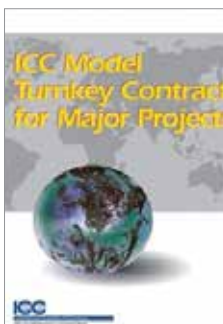
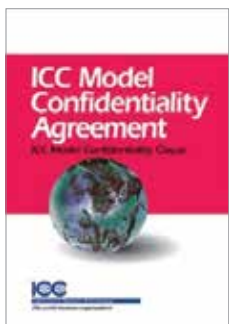
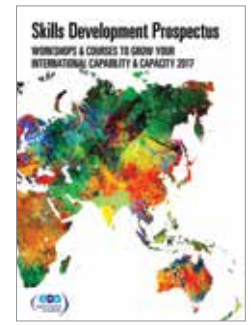
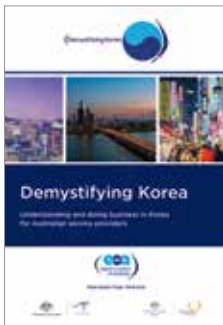
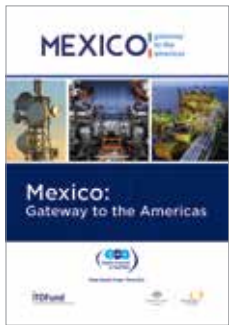
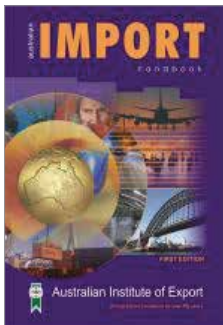
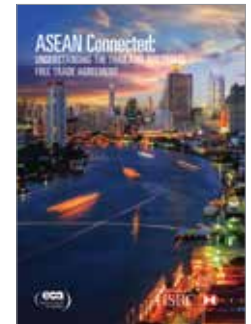
	Individual / Student	Small Business	Large Business
Discount on all ECA courses (face to face and online)	10%	20%	20%
Discount on international trade publications	10%	20%	20%
Discount on the Advanced Diploma of International Business Management	10%	20%	20%
Advice on international trade challenges	No	Yes	Yes
Access to ECA international networks	No	Yes	Yes
Unrestricted access to ECA research insights	No	Yes	Yes
Discount for ECA business coaching	10%	20%	20%
Access to ECA business mentoring program	None	3 sessions per year	3 sessions per year
Access to policy advice, advocacy and government networks	No	Yes	Yes
Profile your company through ECA marketing channels	No	Yes	Yes
Invitation to participate in member only events	No	Yes	Yes
Discount to State Export Award Gala dinners (NSW, QLD, WA)	10%	20%	20%
Who is eligible?	All	Turnover under \$20m p.a.	Turnover over \$20m p.a.
Cost	\$209 p.a.	\$649 p.a.	\$1320 p.a.

Dee-Ann Prather,
Down Under
Enterprises International
NSW Women in Global
Business Award winner
Member of the ECA

“90% of our business is export based and we are expanding rapidly throughout Asia. As we move into new countries and regions it is important to understand the country, culture and business norms and ECA has helped us do this through their programs. ECA has also helped us improve our shipping and documentation efficiency, especially with the new GHS requirements. Overall, ECA is a wealth of information and knowledge and have always been very helpful when we have specific issues or questions.”



Tools and Resources



Become an ECA Member

Please return to

You can register for membership online via our website at www.export.org.au or please tear off this form and complete and scan and email back to info@export.org.au or post back to ECA Memberships Team at Export Council of Australia, GPO Box 1076, Sydney NSW 2001

Membership category (please tick the membership category you are applying for)

Individual (\$209 inc GST)

Small Business (\$649 inc GST)

Large Business (\$1320 inc GST)

Contact details

Full name _____

Email address _____

Work phone _____ Mobile _____

Company _____

Position _____

Address _____

City _____

State _____ Postcode _____

Payment details

Please note the ECA does not accept payment by AMEX.

Name on card _____ VISA MASTERCARD

Card number _____

Expiry date _____ CCV number _____

Signature _____

Billing address (if different to above)

Address _____

City _____

State _____ Postcode _____

Company information

Currently exporting YES NO

Currently importing YES NO

Industry sector _____

Current export markets _____

Target export markets _____

Company turnover (*approx*)

<\$500,000 < 1 million \$1-10 million \$10-30 million >\$30 million

The percentage of sales that are expected related in AUD\$ _____

Current number of employees _____

Social media

So that the ECA can promote your company, please provide us with any information regarding your social media channels:

Twitter _____

LinkedIn _____

Instagram _____

Facebook _____

Blogger _____

I am interested in support for my business on the following topics

- | | |
|--|--|
| <input type="checkbox"/> Introduction to growing a global business | <input type="checkbox"/> Understanding Trade Policy |
| <input type="checkbox"/> Export planning and strategy | <input type="checkbox"/> eCommerce |
| <input type="checkbox"/> Marketing strategy | <input type="checkbox"/> Review of export plan |
| <input type="checkbox"/> Developing presentation and pitching skills | <input type="checkbox"/> New market entry planning |
| <input type="checkbox"/> Developing a market entry strategy | <input type="checkbox"/> Market entry strategy, (including China, India, ASEAN, USA, Middle East, UK, Canada, Korea, Iran, South America, Japan) |
| <input type="checkbox"/> Export documentation and procedures | <input type="checkbox"/> Planning your international human resources strategy for international expansion for overseas expansion |
| <input type="checkbox"/> Shipping and freight procedures | <input type="checkbox"/> Navigating immigration and Visa requirements |
| <input type="checkbox"/> Trade finance | <input type="checkbox"/> Managing the relationship with Australian Customs and Border Protection Services |
| <input type="checkbox"/> Navigating Free Trade Agreements | <input type="checkbox"/> The Australian Trusted Trader Program |
| <input type="checkbox"/> Navigating regulations and compliance (Defence sector) | <input type="checkbox"/> Effective FX management for maximum profitability |
| <input type="checkbox"/> Navigating regulations and compliance (Agribusiness sector) | |
| <input type="checkbox"/> Navigating domestic regulation and compliance for export | |