



<https://femiboyedeconsulting.com/>



The Journey so far!

June -December 2021

THANK
YOU

6 episodes

Over 400 individuals and businesses people directly reached.

31 video clips on YouTube

100s of people viewing and making reference to them monthly.

2022 Projections

It's early days yet, and we are focused on outdoing our current tempo as we set a pace for sharing knowledge on trade and in all ramifications.

A recap of 2021 webinar series



June

Why Trade Matters

Dr Ken Ukaoha, the President of the National Association of Nigerian Traders.

July

Tips for Successful Engagement in International Trade.

Titi Ojo, Acting Executive Secretary, the Network Of Practicing Non-Oil Exporters Of Nigeria (NPEN).

August

Strategising to Optimize Trading with AfCFTA: What SMEs Must Know

Olufemi AWOYEMI, B.Sc. (Hon), FCA, FCTI, FloD, FIMC, mni. Founder and Chairman of ProshareNG.

September

Scaling the Hurdles in the Export Business: An Exporter's Case Study

Mrs E Nwankwo the CEO/Director of Oklan Best Foods

October

Trading with the USA: Opportunities, Regulations and Compliance Imperatives.

Engr Titus Olowokere, President & CEO of the US-Africa Trade Council

November

The African Growth and Opportunity Act (AGOA) – opening African SMEs to a new world of business opportunities.

Kara Diallo, AGOA Specialist, West Africa Trade and Investment Hub –a USAID –funded project

Why Trade Matters

Guest Speaker:
Dr Ken Ukaoha, the President of the
National Association of Nigerian Traders.

Highlights from June's edition.

- Takeaway 1: Everyone is a trader. Entrepreneurs must equip themselves adequately for a successful engagement
- Takeaway 2: Governments provide support, but actors must “take their destiny in their hands” by investing heavily to prepare for international trade
- Takeaway 3: AfCFTA is a great opportunity for inter-trade between African nations and for the continent to secure a larger share of world trade



**Talking Trade With Femi Boyede
Webinar Series**

Date: June 5th 2021

**Time: 12 noon (US & Canada)
5pm (WAT)**

**Dr Ken Ukaoha (President of the National
Association of Nigerian Traders)**

Highlights from July's edition.

- Takeaway 1: International Trade is a fiercely competitive environment. Exporters must build capacity to play competitively
- Takeaway 2: Investing in building export readiness capacity is a sine qua non. Planning is key
- Takeaway 3. Integrity is key
- Takeaway 4: Joining active associations helps to build synergy. NPNEN welcomes new members across the export value chain

Tips for Successful Engagement in International Trade.

Guest Speaker:
Titi Ojo, acting Executive Secretary, The Network Of Practicing Non-Oil Exporters Of Nigeria (NPNEN).

Topic: Tips for Successful Engagement in International Trade

**HELD:
July 3rd
2021**



**Brought to you by
FemiBoyede
Consulting & KGS**



**Guest Speaker: Titi Ojo (Acting
Executive Secretary, The Network Of
Practicing Non-Oil Exporters Of
Nigeria (NPNEN))**

Strategising to Optimize Trading with AfCFTA: What SMEs Must Know

Guest Speaker:

Olufemi AWOYEMI, B.Sc. (Hon), FCA, FCTI, FIoD,
FIMC, the Founder and Chairman of
ProshareNG.

Highlights from August's edition.

- Takeaway 1: AfCFTA is the largest opportunity for Africans to dictate their own terms in trading with the world
- Takeaway 2: Governments must support their economic foot soldiers
- Takeaway 3: Policy is key to pushing exports
- Takeaway 4: Refer to the detailed presentation

Talking Trade Webinar
Discussion and Takeaways

Strategising to Optimize Trading with AfCFTA: What SMEs Must Know

Keynote Speaker: Olufemi Awoyemi
Olufemi, B.Sc. (Hon), FCA, FCTI, FIoD, FIMC.
Founder and Chairman of Proshare NG

HELD ON: AUGUST 7TH 2021

PREPARED BY
FEMIBOYEDE CONSULTING

Talking Trade with Olufemi Boyede Webinar Series

The Premise

According to David Suzuki, "Global Trade has advantages. For starters, it allows those of us who live through winter to eat fresh produce year-round". Investopedia posits that international trade allows countries to expand their markets and access goods and services that otherwise may not have been available domestically. Trade is the most proven potent catalyst for economic reconstruction and recovery.

But trade is competitive. The international trade space is a battlefield raging with fierce competition for market share and countries must arm their (trade) soldiers with the best weapons in order to succeed in this economic environment. Providing such support has been the major enabler of the success of those countries controlling the trade space, and a herculean task for economies in transition or development as they struggle to play in the space. Orchestrating a healthy environment for trade by regulating the imbalance in this competition is one of the major missions of the World Trade Organization. Securing a fair share of the space is the major reason for specialized trade blocs and preferential trade agreements. To succeed, a player, a firm or a nation in this battlefield must arm itself with all the information they can get. The developing economies in particular, must understand how the game is played and how they can enhance the competitiveness of their traders.

Talking Trade with Femi Boyede has been set up to discuss, in a professional manner the various angles related to all the issues that a firm, an individual, or a country can expect to confront as they design, implement or modify their strategic process to manage the trade. It is a virtual platform for engaging discussions on international trade from its components, through the values it offers to individuals, corporations, and countries, reducing poverty, creating employment, growing national economies, increasing corporate profitability, etc).

Date: August 7th 2021
Time: 12 noon (US & Canada) 5pm (WAT)
Topic: Strategising to Optimize Trading with AfCFTA: What SMEs Must Know

Guest Speaker
Olufemi Awoyemi, B.Sc. (Hon), FCA, FCTI, FIoD, FIMC
Founder and Chairman of Proshare

Host
Olufemi Boyede, CITP
CEO KGS & FemiBoyede Consulting

Moderator/Anchor
Lady Kay
Immediate past president, Nigerian-Canadian Association,

Brought to you by:
Femiboyede Consulting and Koinonia Global Services Inc

Sign up for the webinar at
<https://bit.ly/AfCFTAForsMEs>

Highlights from September's edition.

- Takeaway 1: Rejection could be due to several issues. Most of the time, the exporter has a lot to do in preparing.
- Takeaway 2: Multifarious hurdles limit export performance
- Takeaway 3: Call for ample incentives and policy support
- Takeaway 4: Trade procedures and regulations need to be streamlined

Scaling the Hurdles in the Export Business: An Exporter's Case Study

Guest Speaker:
Mrs E Nwankwo the CEO/Director of
Oklan Best Foods

Scaling the Hurdles in the Export Business: An Exporter's Case Study"

Date: Saturday, September 4th

Time: 12 noon ET / 5 pm WAT



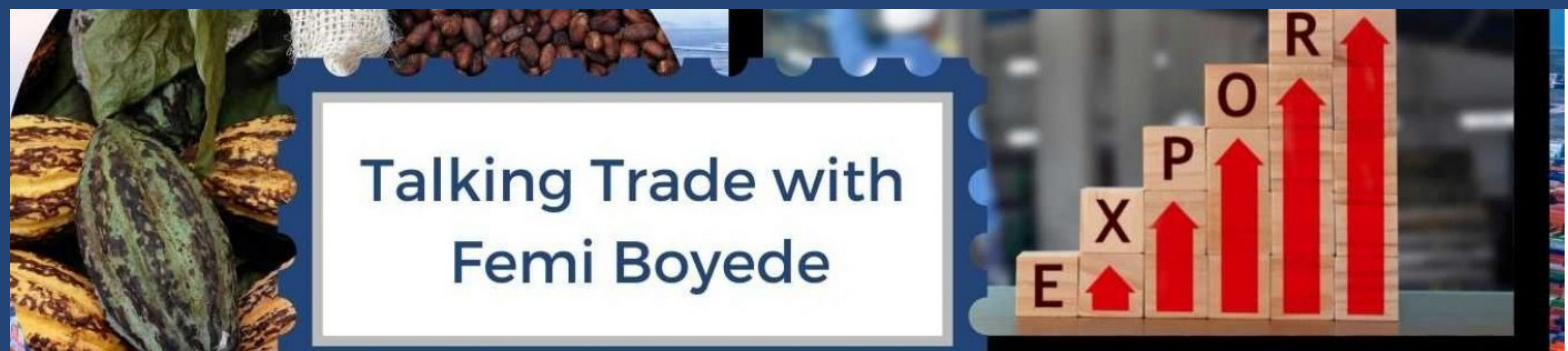
Trading with the USA: Opportunities, Regulations and Compliance Imperatives.

Guest Speaker:

**Engr. Titus Olowokere, the president and
CEO of the US–Africa Trade Council**

Highlights from October's edition.

- Takeaway 1: The USA market provides endless potentials for exporters from Africa
- Takeaway 2: Working with established resources and consultants helps to reduce the challenges of penetration
- Takeaway 3: No success without planning and work
- Takeaway 4: Refer to this comprehensive presentation for the diverse opportunities



Trading with the USA: Opportunities, Regulations and Compliance Imperatives

Tips for entrepreneurs from developing countries

Guest Speaker:
Engr Titus Olowokere
President & CEO of the US-Africa Trade Council

Lady Kay
Moderator/Anchor
Talking Trade Webinars

Talking Trade with Olufemi Boyede
A series of free webinars and talks with trade experts

Date: Saturday October 2nd
Time: 12 noon ET / 5pm WAT

To register please visit
<https://bit.ly/TipsForUSATrading>

To register please visit
<https://bit.ly/TipsForUSATrading>

Host & Convener
Talking Trade Webinars

Lady Kay
Moderator/Anchor
Talking Trade Webinars

Talking Trade Webinar Series

Meet The Guest Speaker

Guest Speaker:
Engr. Titus Olowokere
President & CEO of the US-Africa Trade Council

Date: Saturday October 2nd
Time: 12 noon (US & Canada) 5pm (WAT)

Theme: Trading with the USA: Opportunities, Regulations and Compliance Imperatives
Tips for entrepreneurs from developing countries

To register please visit
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Titus Olowokere is the President & CEO of the U.S.-Africa Trade Council. He is Visiting Senior Fellow (VSF) at Global Entrepreneurship Research and Innovation Center (GERIC) at the University of Malaysia Kelantan (UMK), President Emeritus of the Alliance of Nigerian Organizations in Georgia (ANOG) and Director of Administration of NICORE, an organization that facilitates entrepreneurship and economic development of Nigerians and their communities in the United States of America. He is the Managing Partner of CrystalOrbit Group; a business focused on technology innovation, trade and investment.

Titus has held a succession of increasingly responsible roles in Engineering, Information Technology and Sales/Marketing management. He has served as the Regional Capability Area Lead - database technologies at Accenture, a leading systems integration and technology consulting company. While at Accenture, Titus Olowokere served as Information Technology Security subject matter expert and led Gap Analysis and Security compliance solutions for major European bank and State Government projects. In addition, he has worked in various senior management capacities for the State of Georgia in the USA, Business Process Automation (BPA), Austin, TX, John Holt Nigeria, PLC, General Motors, UAC of Nigeria PLC., and as Chief Strategy Officer at ipNX Nigeria Ltd, a leading Fiber Optic Service Telecommunications company in Nigeria.

As a committed "Community Organizer", Titus has nurtured the Alliance of Nigerian Organizations in Georgia, ANOG a non-profit organization. ANOG is the umbrella organization of the Nigerian Community that caters for collective interests. It represents the single, unified voice of all Nigerian non-profit associations in Georgia, USA, across community, tribal, ethnic, educational, social, political-economic lines. Titus volunteers for the Hands-On Atlanta in his little spare time, where he serves as Programs Manager. He is a member of the Rotary Club of Dallas and has a passion for travel. He has visited, by road, about 35 States in the USA, logging about 30,000 mileage.

Highlights from November's edition.

- Takeaway 1: AGOA allows more than **6,500** products to benefit duty free treatment.
- Takeaway 2: Trade Hub's website provides online resources such as Guides, presentations, video from our experts, etc.
- Takeaway 3: Trade Hub collaborates with U.S. Embassies and private sector institutions in organizing the AGOA awareness Workshops. Organized groups and MBOs can take advantage.
- Takeaway 4: Assistance includes matching West African exporters with established importers and off-takers in the USA.
- Takeaway 5: Specific Technical Assistance (TA) to businesses based on their needs: FDA compliance, market linkages, packaging and labelling requirements, logistics, etc.

The African Growth and Opportunity Act (AGOA) – Opening African SMEs to a New World of Business Opportunities.

Guest Speaker:
Kara Diallo, AGOA Specialist for the USAID-funded West Africa Trade & Investment Hub.



Guest Speaker

Kara Diallo
AGOA Specialist, West Africa
Trade & Investment Hub



November Edition

"The African Growth and Opportunity Act (AGOA) –
opening African SMEs to a
new world of business opportunities."

The Premise: Talking Trade Webinar Series

According to David Suzuki, "Global Trade has advantages. For starters, it allows those of us who live through winter to eat fresh produce year-round". Investopedia posits that international trade allows countries to expand their markets and access goods and services that otherwise may not have been available domestically. Trade is the most proven potent catalyst for economic reconstruction and recovery.

But trade is competitive. The international trade space is a battlefield raging with fierce competition for market share and countries must arm their (trade) soldiers with the best weapons in order to succeed in this economic environment. Orchestrating a healthy environment for trade by regulating the imbalance in this competition is one of the major missions of the World Trade Organization. To succeed, a player, a firm or a nation in this battlefield must arm itself with all the information they can get. Developing economies in particular, must understand how the game is played and how they can enhance the competitiveness of their traders.

Talking Trade with Femi Boyede has been set up to discuss, in a professional manner the various angles related to all the issues that a firm, an individual, or a country can expect to confront as they design, implement or modify their strategic processes to manage trade. It is a virtual platform for engaging discussions on international trade; its components, the values international trade offers to individuals, corporations, and countries, such as the reduction of poverty, creation of employment, increased corporate profitability and the growth of national economies, among others.

Expected Outcomes for the Participants

Participants in this webinar will leave with a solid understanding of the African Growth and Opportunity Act, why it was created, what types of products are covered under it, and what they must do to effectively take advantage of the opportunities offered by AGOA. They will also learn about assistance offered through the Trade Hub to help them become export-ready or start exporting through AGOA. Also, Kara and the AGOA team have already successfully helped West African SMEs take advantage of AGOA. He will share some insights and lessons from his experiences so far assisting companies.

zoom



Date: Saturday 6th November

Time: 12 noon ET, 5pm WAT

Register here:

<https://bit.ly/AGOASME>



WEST AFRICA
**TRADE &
INVESTMENT
HUB**



Olufemi Boyede, CITP
Convener and Host,
Talking Trade Webinars



Lady Kay
Moderator /Anchor,
Talking Trade webinars



Talking Trade with Femi Boyede

November Edition

"The African Growth and Opportunity Act (AGOA) –
opening African SMEs to a
new world of business opportunities."



zoom



Date: Saturday 6th November

Time: 12 noon ET, 5pm WAT

Register here:

<https://bit.ly/AGOASMEs>

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Meet The Speaker

Kara Diallo
AGOA Specialist, West Africa
Trade & Investment Hub

WEST AFRICA
**TRADE &
INVESTMENT
HUB**

Mr. Kara Diallo is the African Growth and Opportunity Act (AGOA) Specialist for the USAID-funded West Africa Trade & Investment Hub. He is based in Dakar, Senegal, and provides technical assistance and training to export-ready businesses across the region on AGOA and U.S. import requirements.

In addition to this work, Kara also assists U.S. companies in finding, vetting, and doing business with West Africa-based companies, thus providing critical market linkages between these two entities. He also collaborates with governments and private sector representatives on the development of national AGOA export strategies.

Mr. Diallo's experience within the region and deep understanding of AGOA comes from his work for the former Trade Hub (2016–2017), where he coordinated and supported the activities of the AGOA Trade Resource Centers (ATRCs) in West Africa. Mr. Diallo also previously served as Trade Advisor at the ATRC in Bamako, Mali, from 2010 to 2012, where he led all AGOA-related activities. Mr. Diallo is a citizen of Mali and holds a master's degree in agricultural sciences from the

What we have achieved with these webinars:

- delivered engaging discussions on international trade.
- shared various components and added-value tips for businesses.
- offered policy strategies to individuals, corporations, and government at State and Federal levels.
- A compilation of soon-to-be published trade secret handout.





Talking Trade Webinars 2021 - The Journey So Far and a Recap December Edition



Meet The Guest Expert Panellist (1)

Dr Ken Ukaoha
President of the National
Association of Nigerian
Traders

Dr Ken Ukaoha is a Trade Lawyer with PhD and expertise in International Trade and Economics Law. He has a Masters in International Law and Diplomacy, Masters in Multilateral Legal System, Masters in Business Administration and Masters in Trade Law.

As a scholar Dr Ken Ukaoha has written several analytical works on trade including books and journals on Trade and economic Development law. Indeed, he is the Chief Editor and publisher of 3 key internationally recognized and award-winning journals, namely; (i) The ECOWAS Vanguard, (ii) The Farm and Food, and (iii) The Trade Policy Monitor.

Dr Ken Ukaoha is the President of the National Association of Nigerian Traders. He is currently a Member of the 7-man Eminent Persons Task Force set up by the ECOWAS Heads of State for the Implementation of Trade Liberalization Scheme (ETLS), the Free Movement Protocols and the settlement of Disputes arising thereof.

He is a fellow of the Global Institute for Trade, Information, and an astute believer in domestic growth and the inter-link of agriculture, industry and trade sectors for the development of Africa.



Meet The Guest Expert Panellist (2)

Titi Ojo
Acting Executive Secretary,
The Network Of Practicing
Non-Oil Exporters Of Nigeria
(NPEN)

Titi Ojo is a business consultant and SME development practitioner with professional experiences spanning Information Technology, Enterprise Development, Training & Capacity Building, Project Management, Strategic Leadership and International Development.

In 2014, she was awarded the Humbert Humphrey Fellowship in recognition of her contributions to Leadership and Public Service by the US government. She completed 1 year of professional development as a Fulbright scholar at Cornell University, NY, in International Agriculture & Rural Development.

Titi has contributed to national development in several capacities. She served as a National Advisor on the 2SCALE project (Toward Sustainable Clusters in Agribusiness through Learning in Entrepreneurship), a five-year Dutch-funded project supporting business ideas from the private sector that addresses both commercial and development objectives. Titi consults in the International Development Space with a focus on building a thriving Non-Oil Exports sector through enabling Trade policies, capacity building for exporters and market access development. She served as the Exporter Voices Lead on the Trade Policy Workstream of the Policy Development Facility program of UKAID. This is just to name a few.

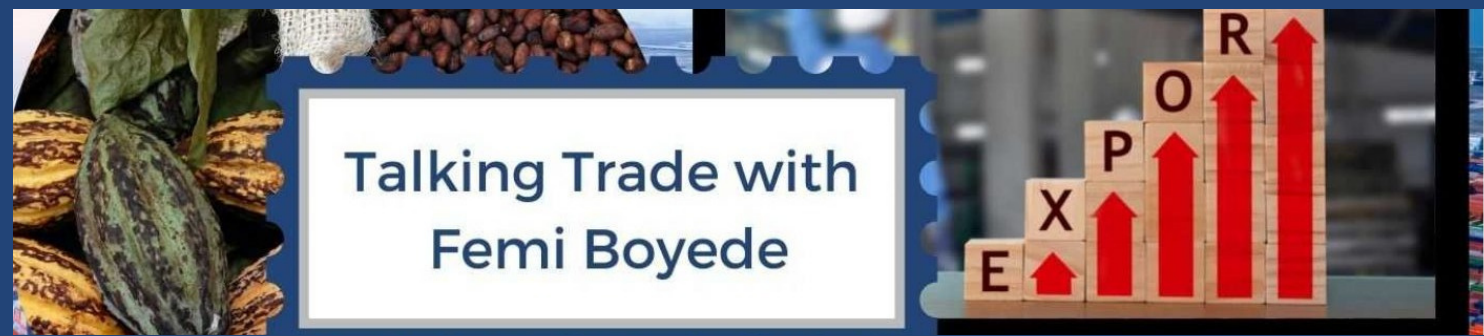
Titi is passionate about quality and through her work continues to build the capacity of SMEs to compete favorably in international markets through improved quality standards

She is a trained Lead Auditor for ISO 9001:2015 Quality Management Systems (QMS), ISO 14001:2015 Environmental Management Systems (EMS) and ISO 22000 Food Safety Management Systems (FSM), a set of worldwide proprietary, industrial and commercial standards.

Titi is a business coach, the founder of The Idea Factory, a monthly mentoring programme for business start-ups and young people who seek profitable ways of expressing their business talents. The 'Idea Factory' is a platform that enables business ideas to become reality through co-creation and mentoring.

Titi is passionate about social entrepreneurship and community development and has organized several programs and projects through her work. She is a seasoned communicator and leader, a Distinguished Toastmaster having attained the highest qualification in Toastmasters International.

She is currently the Acting Executive Secretary of the Network of Practicing Non-oil Exporters of Nigeria (NPEN), an umbrella organisation for collaboration among the different actors in Nigeria's non-oil export value chain.



Talking Trade Webinars 2021 - The Journey So Far and a Recap December Edition



Meet The Guest Expert Panellist (3)

**Mr Abdullahi Sidi Aliyu - CEO
A.S. Dynamic Ventures Ltd**

Mr Abdullahi Sidi Aliyu boasts over 30 years of Public Service Career in Export Promotion and Development.

Apart from five years spent as an Economic Planning Officer and Senior Research Officer with Federal Capital Development Authority (FCDA) and National Directorate of Employment respectively, he spent 30 years of his career with the Nigerian Export Promotion Council (NEPC) where he retired in 2020 having served for 10 years as a Director.

He holds a BSc. Degree in Economics in 1983 from Ahmadu Bello University Zaria and later in 2014 a Masters degree in Development Studies from Bayero University, Kano, both in Nigeria. He was exposed to a wide range of local and international trainings in the course of his career. Over these years of service, Mr Sidi-Aliyu has acquired an in-depth understanding of export business including export trends, challenges, opportunities, multilateral & bilateral trade challenges, African Growth & Opportunity Act (AGOA), export competency development, capacity building, Africa Continental Free Trade Agreement (AfCFTA), etc.

Mr Sidi-Aliyu is currently a director responsible for export trade development with the International Trade Facilitation Association (ITFA), a team of professionals engaging in providing support to SMEs aspiring to become visible in the export business and to be globally competitive as well. He is also the CEO of A.S. Dynamic Ventures Limited.

Mr Sidi Aliyu is joining the team of experts for the December edition of our Talking Trade Series in an advisory role to share his wealth of knowledge and experience in the hope of complementing the understanding and knowledge of participants in the sometimes-challenging business of export trade.



Meet The Guest Expert Panellist (4)

**Ekeanyanwu Reginald Nnabue
Chairman/CEO of Sargasso
Worldwide Ghana Limited**

Ekeanyanwu Reginald Nnabue is the Chairman/CEO of Sargasso Worldwide Ghana Limited, through which he is doing Agricultural Industrialization, participating in animal and crops farming, with a focus of providing the value addition chain program for our farming efforts, by creating Cooperatives of farmers and Communities to acquire Processing Plants for their raw materials, farm produces and mineral resources.

He is also the CEO of Different Approach Development Foundation Nigeria, an organization dedicated to facilitating Africa Industrial Revolution, an industrial revolution engineered to ensure Africa's Natural Resources are processed at the host communities of the resources through a Rural Industrialization Urbanization Plan. An African industrialist with a clear cut calling to move Africa from poverty into prosperity.

He is also the facilitator of Africa Industrial Revolution Forum (AIR Forum), a new and bold African Organization that will house the creation of the Cooperatives to inspire Africa's Industrial Revolution #AIR.

To him, @Afcfta is the last straw that breaks the Camel's back, seeing @AfCFTA as the instrument Africa has waited for all along. He through the AIR Forum Platform and other Programs intends to educate every African of the benefits of the AfCFTA to each one of us. He is committed to pushing for a strict adherence to the rules that @Afcfta represents.

His calling as Father Africa thrusts on his shoulders an unequaled responsibility to hold himself and his generation accountable for the actualization of the Africa of our dreams, without the luxury of leaving such to any other generation. To him, this is the "Generation Fix Africa".

He is a Pastor turned Industrialist.
He is currently based in Ghana.



Talking Trade Webinars 2021 - The Journey So Far and a Recap December Edition



Meet The Guest Expert Panellist (5)

**Engr Titus Olowokere,
President & CEO of the US-
Africa Trade Council**

Engr. Titus Olowokere is the President & CEO of the U.S.-Africa Trade Council. He is Visiting Senior Fellow (VSF) at the Global Entrepreneurship Research and Innovation Center (GERIC) at the University of Malaysia Kelantan (UMK), President Emeritus of the Alliance of Nigerian Organizations in Georgia (ANOG) and Director of Administration of NICORE. This organization facilitates Nigerians' entrepreneurship and economic development and their communities in the United States of America. He is the Managing Partner of CrystalOrbit Group, a business focused on technology innovation, trade and investment.

Titus has held a succession of increasingly responsible roles in Engineering, Information Technology and Sales/Marketing management. He has served as the Regional Capability Area Lead – database technologies at Accenture, a leading systems integration and technology consulting company. While at Accenture, Titus Olowokere served as Information Technology Security subject matter expert and led Gap Analysis and Security compliance solutions for a major European bank and State Government projects. In addition, he has worked in various senior management capacities for the State of Georgia in the USA, Business Process Automation (BPA), Austin, TX, John Holt Nigeria, PLC, General Motors, UAC of Nigeria PLC., and as Chief Strategy Officer at ipNX Nigeria Ltd, a leading Fiber Optic Service Telecommunications company in Nigeria.

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Titi Ojo

Acting Executive Secretary
The Network of Practicing Non-
Oil Exporters of Nigeria (NPEN)



Reginald Nnabue

Chairman/CEO of Sargasso
Worldwide Ghana Limited



Engr. Titus Olowokere

President & CEO of the US-
Africa Trade Council



**Mr Abdullahi
Sidi Aliyu**

CEO A.S. Dynamic
Ventures Ltd



Dr Ken Ukaoha

President of the National
Association of Nigerian
Traders

Guest Expert Panellists



**Olufemi Boyede, CITP
Trade Expert, Convener
and Host, Talking Trade
Webinars**



Lady Kay

**Moderator /Anchor,
Talking Trade webinars**



Date: Saturday 4th December

Time: 11 am ET, 5pm WAT



Talking Trade Webinars 2021 - The Journey So Far and a Recap December Edition

Click to watch the webinar replay on
our YouTube Channel



The Team



Olufemi Boyede

Host/Convener, Talking Trade Webinars



Kemi Amusan (Lady Kay)

Moderator/Anchor



Dr. Olu Taiwo

Digital, Social Media & Website Design



'Seyifunmi Adebote

Technical Support



Gbenga Oshinaike

Media and External Relations

Wishing you a
Merry Festive Season
from The Talking
Trade Team

