



Advance your business with international talent

Many companies in the US don't realize how much value international interns and trainees can bring to their businesses. Yet in a world of instantaneous communication and global interconnection, an international perspective can make your business significantly more competitive. With all that international interns can bring to a business—including diverse educational backgrounds, specialized expertise and multilingual skills—it's surprising that relatively few American businesses take advantage of the opportunity to hire them.

At InterExchange, we've heard lots of reasons why businesses think they can't hire international interns and trainees through our J-1 Visa program. But we've rarely heard any good reasons. Here are a few things we hear from employers who haven't tried InterExchange Career Training USA. And here's what we tell them.

MYTH #1 "WE CAN'T AFFORD IT" ▶

International interns and trainees are a very cost-effective addition to your business. In fact, given the increasing importance of diversity and cultural awareness, the question may be—can you afford *not* to add international voices to

your team? While most international interns and trainees are paid a stipend, you determine the compensation. And you don't pay any fees to InterExchange for recruiting, screening or processing J-1 Visa paperwork—these services are free to you. Employers who work with us find the program both affordable and invaluable.

MYTH #2 "INTERNS DON'T ADD MUCH TO THE TEAM" ▶

It's a common misconception that interns and trainees can only do menial tasks like filing, making copies or getting coffee. If that's what you want your interns to do, this probably

isn't the right program for you. (*In fact, State Department regulations stipulate that no more than 20% of the intern's or trainee's job can consist of administrative tasks.*) International interns are highly educated in their fields, and most trainees have both degrees and professional experience. Their different educational and professional backgrounds make them uniquely qualified to participate in a variety of projects—from global advertising campaigns to hotel marketing strategies. The participants in our program not only want to learn from you, but also to contribute to your success.



CAREER TRAINING USA

MYTH #3 “WE CAN JUST STICK WITH AMERICAN INTERNS” ▶

American interns can be a great asset to your company, but international interns and trainees offer a few unique advantages. Since their participation is not tied to an academic calendar, they can begin working for you at any time during the year, not just at the beginning of a semester. Also, they can remain with your company for a longer period than most American interns. International interns can stay for up to 12 months, while trainees can remain with you for up to 18 months. This extended employment period alleviates the need to continually retrain interns every few months, and allows the participants to contribute more fully to long-term projects.

MYTH #4 “IT’S COMPLICATED TO BRING THEM TO THE US” ▶

When you work with InterExchange, we keep the process hassle-free. We thoroughly screen all participants to make sure that they will qualify for a J-1 Visa before we submit them for your consideration. You will only review applicants who are J-1 Visa-qualified, and after you make your hiring decision, InterExchange assists your intern or trainee with all his or her visa paperwork and documentation.

MYTH #5 “THERE’S GOING TO BE A LANGUAGE BARRIER” ▶

You don’t need to worry about a language barrier with interns or trainees from InterExchange Career Training USA. We conduct a comprehensive screening process to ensure a high standard of English in all of

our participants, including comprehension of English terminology specific to their professional field. If anything, their multilingual skills are an advantage to your business.

MYTH #6 “WE’LL BE TAKING JOBS AWAY FROM AMERICANS” ▶

US employers are rightfully concerned about keeping Americans employed—especially during difficult economic times. International interns and trainees pose no threat to American workers. They come to the US on a temporary, non-immigrant visa solely for the purposes of training and cultural exchange. Participants in our program expect—and want—to pursue their careers in their home countries after they complete their program.

IS INTEREXCHANGE CAREER TRAINING USA RIGHT FOR MY BUSINESS? ▶

Our program connects American employers with international individuals interested in gaining career experience in the US. We specialize in helping businesses in a variety of fields, including:

- ▶ Architecture
- ▶ Accounting
- ▶ Advertising
- ▶ Business Management
- ▶ Engineering
- ▶ Finance
- ▶ Hospitality & Tourism
- ▶ Hotel Management
- ▶ Information Technology
- ▶ Marketing
- ▶ Media & Communication
- ▶ Sales

WHAT’S THE DIFFERENCE BETWEEN AN INTERN AND A TRAINEE? ▶

InterExchange Career Training USA has two categories of participants: *interns* and *trainees*. Interns must be currently enrolled in a degree program at a college or university overseas or have graduated within the past year. Trainees must hold an overseas degree or professional certificate and have at least one year of related professional experience from outside the US. Individuals without a degree may qualify as trainees as well as long as they have at least five years of related professional experience from outside the US. Interns can stay in the US for 12 months. Trainees can stay as long as 18 months.

FIND OUT WHAT INTEREXCHANGE CAREER TRAINING USA CAN DO FOR YOUR BUSINESS ▶

Tap into the valuable resource of international interns and trainees. InterExchange experts are available anytime to discuss how our program can help advance your business.

ALREADY FOUND A CANDIDATE? ▶

If you’ve already found a student or young professional whom you’d like to bring to the US, InterExchange Career Training USA can sponsor his or her visa through our J-1 Visa Sponsorship Program.

READY TO GET STARTED?

Contact InterExchange Career Training USA to learn about how to enrich your business with international talent.

Call 1.888.621.1202 or

Email training@interexchange.org



CAREER TRAINING USA