



Connect Your Small Business to the Global Marketplace



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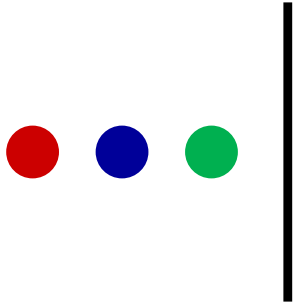


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Know Before You Go!



Making the Deal

- What is your plan?
 - Production
 - Sales
 - Marketing
 - Trademarks/copyrights
 - Regulatory
 - Logistics
 - Insurance
 - Payment



Picking Your Business Partners

- Who is your competition?
- Where do you need the help?
- Culture
 - Foreign Corrupt Practices Act
- Getting paid/terms of sale
- Insurance
- Regulatory/legal challenges
- What about on-line sales?



Picking Your Service Providers

- Shipping company/freight forwarder
- Customs broker
- Terms of sale
- Insurance
- Advance manifest rules
- Automated Export System
- Shipment tracking
- Supply chain security



Resources (partial listing)

- GoBiz
- Commerce Export Assistance Centers
- Small Business Administration
- Small Business Development Centers
- Centers for International Trade Development
- Local Chambers of Commerce
- World Trade Centers



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It Really Is All About Due Diligence and Relationships



Questions?

