



How to Open & Operate a Financially Successful Import Export Business

Maritza Manresa

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The import and export business is not just for goliath corporations. An individual armed with the right information can get in on this enormous industry. It is big business these days - to the tune of an annual \$1.2 trillion in goods, according to the U.S. Department of Commerce. In 2007 alone, American companies will export \$772 billion in merchandise to more than 150 foreign countries. Billions of dollars in merchandise and goods are being exchanged each day in the global marketplace. These products are bought, sold, represented, and distributed somewhere in the world on a daily basis. While basically any country can offer opportunities for import export trade, Canada, Mexico, Japan, and China have topped the trading chart for the past two decades. In the last few years, countries in the former Soviet Union and South America have become major players. Compared to other businesses, however, import export companies have a very low startup cost. You do not need any special license or degree; what you need to succeed is the expert advice presented in this new, comprehensive manual. This is a business you run from home, and travel is mostly optional. This guide provides readers with an understanding of the basic concepts of international trade and will help you navigate the maze of international trade policies and regulations. This new book is a comprehensive and detailed study of the business side of the import export business. You will learn everything from the initial startup decisions to working with U.S. and foreign companies. If you are investigating opportunities in this type of business, you should begin by reading this book. While providing detailed instruction and examples, the author leads you through every detail that will bring success. You will learn how to draw up a winning business plan (the companion CD-ROM has the actual business plan you can use in Microsoft Word) and about basic cost control systems, commercial terms, documentation, trade agreements, trade shows, cultural issues, customs and market research, the latest information on government regulations, tax laws, customs requirements, shipping procedures, how to represent U.S.-based companies, copyright and trademark issues, product pricing, distribution systems, custom brokers, international documentation, branding, foreign-trade leads, management, legal concerns, sales and marketing techniques, and pricing formulas. You will learn how to set up computer systems to save time and money, how to meet IRS requirements, how to manage and train employees, how to generate high profile public relations and publicity, and how to implement low cost internal marketing ideas. You will learn how to build your business by using low and no cost ways to satisfy customers, as well as ways to increase sales and have customers refer others to you. Successful import export experts will appreciate this valuable resource and reference it in their daily activities as a source of ready-to-use forms, Web sites, operating and cost cutting ideas, and mathematical formulas that can easily be applied to their operations.

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