



Want to export Here are our 10 top tips to help you aim for exporting success

#1 Research your target market

The most important aspect of a successful plan for exporting is to determine whether there is a market for your product or service as well as the likelihood of competition and the likelihood of profitability. You can utilize online tools for business information like Kompass EasyBusiness to study your targeted markets and find key contacts.

#2 Plan your export strategy

Make sure you have a clear idea of and develop your strategy for export sales by determining the markets that are best suited to your company. Identifying the best nations to target with an Market Ranking Report is a ideal place to begin to reduce risk, save time and money and identifying new opportunities in business overseas.

Take into consideration how you'll get to the market , and choose the best distribution channels. Then ask yourself the question : Is your business international-ready? A clear strategy will allow you to ensure that your business is ready to do business internationally. It is also crucial to take into consideration the consequences of UK exiting the EU The most important thing you have to understand about exporting products to countries outside of the EU

3. Engage your company team

Be sure that your employees are properly informed and are aware of the export plans of your company and are ready for any change within your company. You might consider a program of training for exports maybe in conjunction with the regional chamber of commerce to ensure that they're ready to take care of orders as they arrive.

#4 Establish business connections

Understanding the markets you want to target and being mindful of different languages and cultures can go a long ways in helping you build positive business relationships when you are

trading internationally. Organizations like Department for International Trade Department for International Trade can offer invaluable advice and guidance.

#5 Be patient

Exporting to other countries may not be an instant gain for your company. Establishing a global presence could be a lengthy process and knowing that different countries handle transactions differently, meaning that the process of achieving successful sales may be more difficult to achieve.

#6 Think about the cost

It is crucial to determine how much the costs of exporting will cost your company - from initial costs, exchange rates, and the shipping costs to determining an appropriate pricing strategy. These elements will have an impact on your budget and profits margins.

#7 Paperwork requires diligence and careful attention to detail

You must make sure yourself and your staff are aware of the pertinent documentation and develop the procedures that must be in place to ease exporting overseas. This includes knowing about taxes, customs and export licencing, as safeguarding your intellectual property rights in foreign countries.

#8 Be aware of your cash flow

It is essential to safeguard your business from the dangers of non-payment by conducting your research and confirming creditworthiness of potential customers, and agreeing on specific payment conditions. You can also protect the flow of cash by purchasing credit insurance for trade transactions.

9. Take care to consider logistics

It is essential to choose the most reliable and speedy international shipping company, as the service you choose to use is not a good reflection on your company. Think about their capabilities, the customer service they provide as well as their safety track record as well as their reputation and stability and also the cost of course!

#10 Get Help and Advice from the experts!

Information and guidance, as well as online information on exports, is widely available, and it is crucial to take advantage of the information that is available from professionals. This is particularly important given the Brexit situation and the effects it has had on European as well as global trade markets to UK exporters.