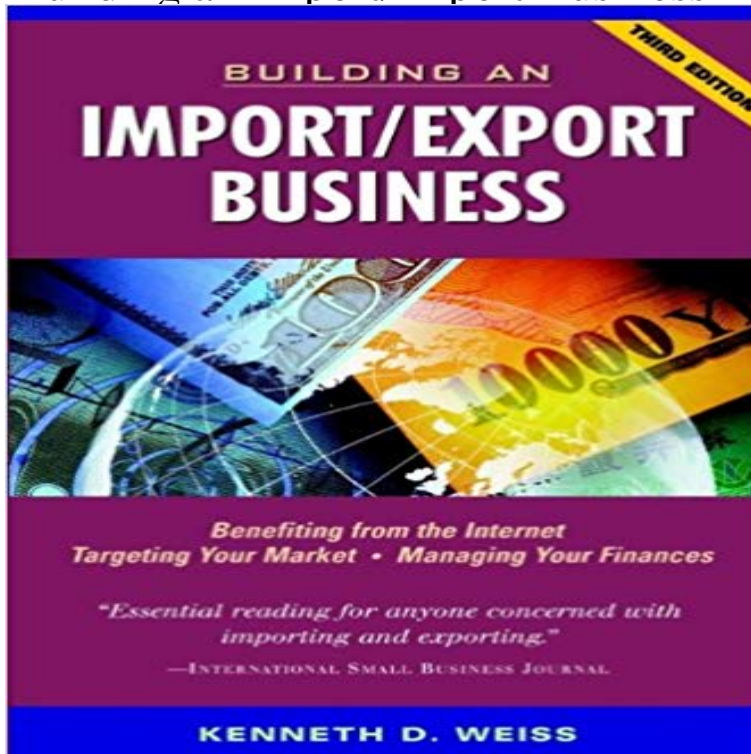


Building an Import/Export Business



Essential reading for anyone concerned with importing and exporting. International Small Business Journal Build your import/export business faster, stronger, and more profitably Give your budding import/export business a big boost and keep it going strong with expert advice and proven solutions from one of the foremost authorities in the field. In Building an Import/Export Business, Third Edition, renowned entrepreneur, international trade consultant, and lecturer Kenneth Weiss brings you completely up-to-date guidance on every aspect of conceiving, launching, and operating a successful import/export business. This easy-to-follow, step-by-step guide is packed with the very latest information on government regulations, tax laws, customs requirements, and shipping procedures. Whats more, it features proven strategies for using the Internet to reduce costs, gain a marketing edge, establish sales and information resources, and develop a targeted customer base. Youll also learn how to: Choose a winning product line Target a profitable market Prepare a powerful business plan Cope with rising security concerns Make foreign currency transactions with confidence Take advantage of GATT, WTO, NAFTA, and other trade pacts

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