



Beginning Exporter's Resource Guide

{A} NEW TO EXPORT, NEW BUSINESS OR START UP COMPANY

A book, free and online, to assess your current export business potential:

- *Breaking Into the Trade Game* – This book is a wonderful pre-assessment guide for your business to decide if exporting is right for you.

http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/OIT_SB_GUIDE_EXPORT_INDEX.html

Export resource book – with forms & examples – free and online:

- *Basic Guide to Exporting* – This book provides information regarding the foundations of exporting, from developing an export strategy to making international contacts. <http://www.unzco.com/basicguide/index.html>
- *International Trade Online Library*:
http://www.sba.gov/localresources/district/or/or_itresources.html

{B} EARLY STAGE EXPORT BUSINESS

Once you have begun to formulate a business plan/export strategy and want to start.

SCORE, Counselors to America's Small Business – Free assistance from successful, retired executives that will help you develop your business plan. To find the SCORE nearest you, please visit: www.score.org

Florida Small Business Development Centers – A network of offices with free confidential business counseling services to small and start-up businesses on all questions related to business regs, licensing, etc.

For more information, visit: www.floridasbdc.com

Also visit www.export-u.com for a series of webinars on exporting that requires registration but is free of charge.

{C} MORE ESTABLISHED EXPORTERS

A one-stop center for access to federal export assistance programs, incl. financing:

- The U.S. Export Assistance Center offers market research, business counseling, regulatory assistance, and seminars. Please visit the Our Services page at our website: www.buyusa.gov/florida.
- Enterprise Florida– Export marketing assistance for Florida based companies. There are seven Enterprise Florida offices located around the state.
<http://www.eflorida.com>
- *Export Legal Assistance Network (ELAN)* – Free legal advice on specific issues related to exporting, available ONE TIME ONLY, contact our office for referral.
<http://www.export-legal-assistance.org>