



SECTION 14: INTERNATIONAL TRADE

Due Diligence Procedures for International Trade (Session 13):

List the following:

Export Counseling: List your sources of counseling including your export legal counsel.

Export Readiness: Describe the economic reasons and justification for your plans. Outline the personnel, budget and procedures you plan to implement.

Agent/distributor Agreement: Provide a draft of your agent/distributor agreement and the agents/distributors you are considering to do business with.

Analysis of Competitive Considerations: Explain the due diligence resources to be used in the evaluation opportunities including appropriateness for your business.

Evaluation of Country Risk: Explain the resources to be used in the evaluation of country risk (is the country in good standing?) including potential sources of financing.

Describe your plans to insure protection of your intellectual property rights.

Describe your marketing and advertising plans.

Evaluate potential problems regarding product adaptation to standards and measurements.

Describe the licensing requirements for export or import of the product or service you plan to market in international trade.