

## Grow Your Business Through Exporting

Indiana ranks highly as an export state, yet many small to moderate sized Hoosier manufacturers and service providers who have products worthy of export, are unsure how to engage and advance their merchandise into the international market. While there may be unique challenges, for example, one small screw in a million dollar machine may remove a product from NAFTA qualifications, proper attention to detail can overcome them.

### How it Works

The Indiana Small Development Center (ISBDC) has a team of business advisors prepared to take exporting entrepreneurs over the first hurdle by helping to examine if the product or service is a good candidate for exporting. As the initial assessment and early preparatory sessions begin to reveal a scenario that is ripe for exporting, we then can follow up with additional staff, resources, universities and cooperative partners that can assist the client in developing a full blown exporting strategy ready to be executed.

#### Outcomes:

- An assessment that determines the business' export worthiness.
- Stair-steps of advancement in assistance, pulling in more resources at each level.
- Identify specific trade countries that would be most receptive of the merchandise/service.
- Detailed explanation of the finance, tax, tariff, logistical and regulatory environment for each potential trade country.
- Written exporting strategy, ready to execute.
- Increased sales as a result of expanding into the global market.

Let's Work Together: Find your local ISBDC Regional Center at [www.isbdc.org](http://www.isbdc.org).