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How To Start An Import/Export Business



Synopsis

Make your fortune in the booming global marketplace! As a top import/export agent, you can net a healthy six-figure income by matching buyers and sellers from around the globe - all without leaving home. You don't need specialized training or experience to succeed; this guide teaches you everything you need to know to become a successful import/export professional. Topics covered include: Overviews of the import/export business and the top 16 foreign markets, with answers to commonly asked questions. Proven tips and advice for choosing a winning product line, targeting the most profitable markets, setting prices, and dealing with international trade issues.

Book Information

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Customer Reviews

This has been a very easy purchase. Received in a decent amount of time. Product is great! Will purchase again.

Fast delivery. Good quality product.

I have to counter the bad reviews. This book, like the others in the series, is meant for someone who is an absolute beginner. The only criticisms in previous reviews are that the book is not advanced enough. I knew 0% about import/export when I got this book. From that viewpoint it has been great! This sticks to the absolute basics and defines all the elementary professional jargon. It assumes you know nothing. There are so many details in export/import that such a low-level book is essential. Also, following the formula of the series, the authors give a little psychological test of

whether you are suited for the career and they show some hypothetical balance sheets and start-up costs. This is perfect if you are just poking your nose into a new field and need to make decisions about whether to pursue further research. I have read a number of books in the Startup series and they are all useful. Also good is that the authors have interviewed a number of professionals to gather some real-world experiences. As long as you know that this is a base level introduction, you can't but give it five stars!

This is the first book I read when I decided to start my own import/export business. It's light, easy reading and mildly humorous, making it a quick read and is good for basic definitions if you don't know anything about import/export. The first 60 odd pages have a straightforward basic description of the import/export process, after which the book goes into marketing, how to do business in foreign countries, what equipment you need..etc.. and all the other stuff you should actually know already as part of your life skills. Having lived in a number of other countries and learned some foreign languages, and having a good grasp of IT and telecommunications, I found the last 2/3rd's of the book pretty useless, but it may be helpful if you've been living under a rock your whole life. For those who want the real 'meat and potatoes' from the get go, I recommend the Dummies guide and Kenneth Weiss book on Starting an Import.Export Business. Happy trading :)

This is a great starting point. The subject of import/export can be very complex, but this book is simple right to the core. Yes there are some lame jokes, but the information is solid and the book well researched, and is full of all the information you need to understand this area of business. The book makes for light and entertaining reading while you learn the core fundamentals, from there you are in a great position to move onto more advanced books on the subject. Recommended.

The authors of this book could not make up their minds "should this be a joke or serious book" their choice was to make serious subjects into a joke and thus made a truly worthless book. It got to the point where I was so upset at having to read 6th grade jokes (sorry 6th graders, you are probably much more clever) that any information was lost. You can learn as more about the import/export business by going to the store and reading shipping labels.

I love the Entrepreneur's web site and magazine so I snapped this book up. It's really a fireside reading and doesn't go into detailed action steps. You are better off going on the government's import export web site: [...]

If you want to start an import/export business I would start with this book. Full of information, forms, websites, and government contacts to get you started within weeks. Great book, I'm looking forward to starting my own import/export business part time to start.

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