



## START YOUR GLOBAL SUCCESS STORY

Thinking of growing your New Jersey-based company internationally? You're in good company. Over 20,700 companies exported from New Jersey locations in 2013, contributing to what is now a \$32+ billion export business\*. Take advantage of New Jersey's winning combination for successful exporting: a convenient location, excellent transportation assets *plus* the State's **free professional export assistance** from the New Jersey Business Action Center. Our Global Business Advocates are ready to serve as your company's coaches, cheerleaders and troubleshooters on many aspects of exporting.

### THE GUIDANCE YOU NEED—AND IT'S FREE!

Our Global Business Advocates can help equip you with the information you need to launch or expand your export business. Rely on the Advocates to provide you with consulting services and offer a variety of educational opportunities—or acquaint you with resources available to learn more. They will:

- Inform you about exporting basics, regulatory compliance, customs procedures, reporting and other topics
- Meet with you one on one to discuss your specific goals and help develop a viable export plan

### WHERE IN THE WORLD SHOULD YOU BE?

You're ready to take your product to new markets. But where? Your Global Business Advocates provide guidance in identifying exciting global business opportunities that make sense for your company. Tapping into the latest market research, our Advocates can help you:

- Seek out buyers and potential international markets for your product or service
- Access and analyze data on the targeted markets so you can decide if any are the right match for your business
- Test local demand for your product or service before you begin exporting
- Connect with partners for joint ventures and strategic alliances, both Stateside and overseas



Highly educated, perfectly located.

### EXPORT STATS: DID YOU KNOW?

**95%** *of the world's consumers live outside the U.S.*

**98%** *of U.S. exporters are small and medium-size businesses*

**\$13.4 billion** *New Jersey's merchandise exports to Foreign Trade Agreement Partners in 2015*

**169,455** *Jobs supported by New Jersey exports in 2015*

## DON'T LET OPPORTUNITY PASS YOU BY.

Professional export assistance is waiting. Contact our International Business Advocates today!

**NewJerseyBusiness.gov**  
**866.534.7789**



## NEW JERSEY'S TOP MARKETS\*

(exports in billions)

### WE'RE HERE ON YOUR BEHALF

Navigating the complexities of exporting can be a confusing business. A country's customs procedures and regulatory compliance policies—not to mention any language barriers—can become roadblocks to a successful transaction. Fortunately, our multilingual Advocates can help you overcome any challenges you may encounter in the global marketplace by connecting you with federal resources that are available to:

- Assist, when needed, in obtaining payments for exported products
- Provide government-to-government advocacy on behalf of New Jersey firms competing for international projects
- Decipher foreign custom procedures and regulatory compliance policies
- Assist with getting products cleared through customs

### TAKE THE FIRST STEP

Once you've made the decision to go global, your first concern will be making the appropriate investment in facilities, equipment, training, marketing and sales support to ensure a successful launch for your export business. Advocates can update you on the latest federal and State financial resources and help you find the appropriate financing to grow internationally. If you need to expand your facilities to accommodate an export business, they can also provide site selection services via the Business Action Center's comprehensive database of New Jersey commercial properties.

\*Sources: United States Census Bureau, U.S. Department of Commerce: Office of Trade and Industry Information, International Trade Administration, U.S. Department of Commerce; U.S. Chamber of Commerce



### HOW CAN WE HELP YOU?

An essential resource for business success in the State, the Business Action Center works as an extension of your team, offering export assistance, providing site selection services, identifying financial and incentive programs, and navigating permitting and regulatory processes. We're here to save you valuable time and money!



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