

TOP TIPS FOR GROWING YOUR EXPORT MARKETS

How to pick the right customers and ensure you will get paid?

TIP #1 Identify risks



- Risk of non-payment
- Foreign exchange risk
- Political risk

TIP #2 Find reliable information to check your customers



- Up-to-date information to balance the need for increasing sales but getting paid
- Legal obligations and access to information not the same everywhere

TIP #3 Make sure your paperwork is accurate



- Specify the payment terms and method, any late payment penalties, etc.
- Take into account any local practices

TIP #4 Maximise your chances to secure payment



- Understand the local legal procedures and linguistic aspects to anticipate non-payment
- Know how to conduct an out-of-court negotiation



Mitigating export risks requires the right information

Euler Hermes knowledge helps you pick the right customers, markets and credit limits in order to avoid and minimise non-payment. More information: eulerhermes.co.uk