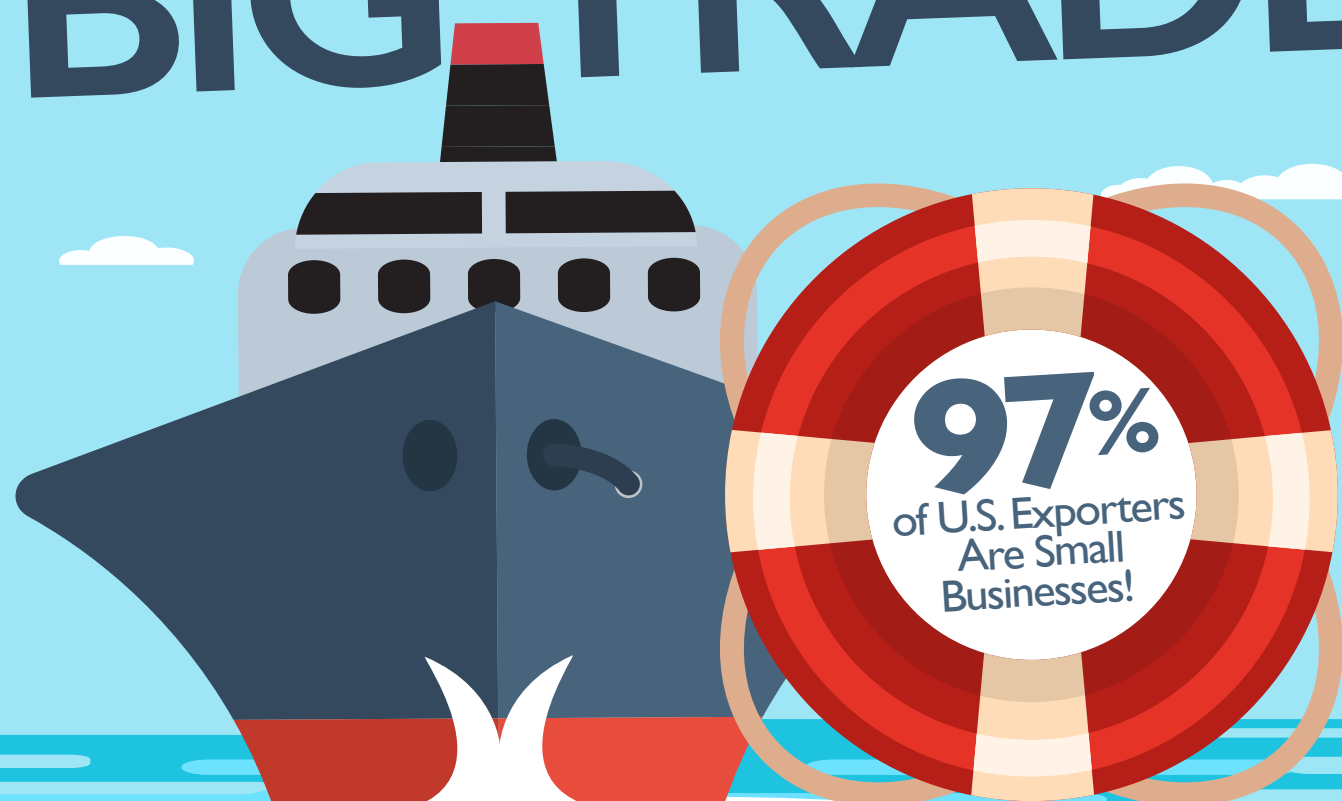
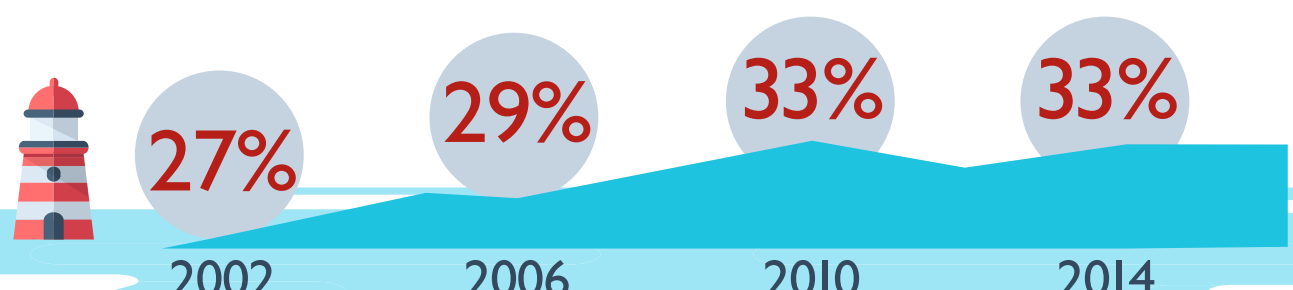


# SMALL BUSINESS, BIG TRADE



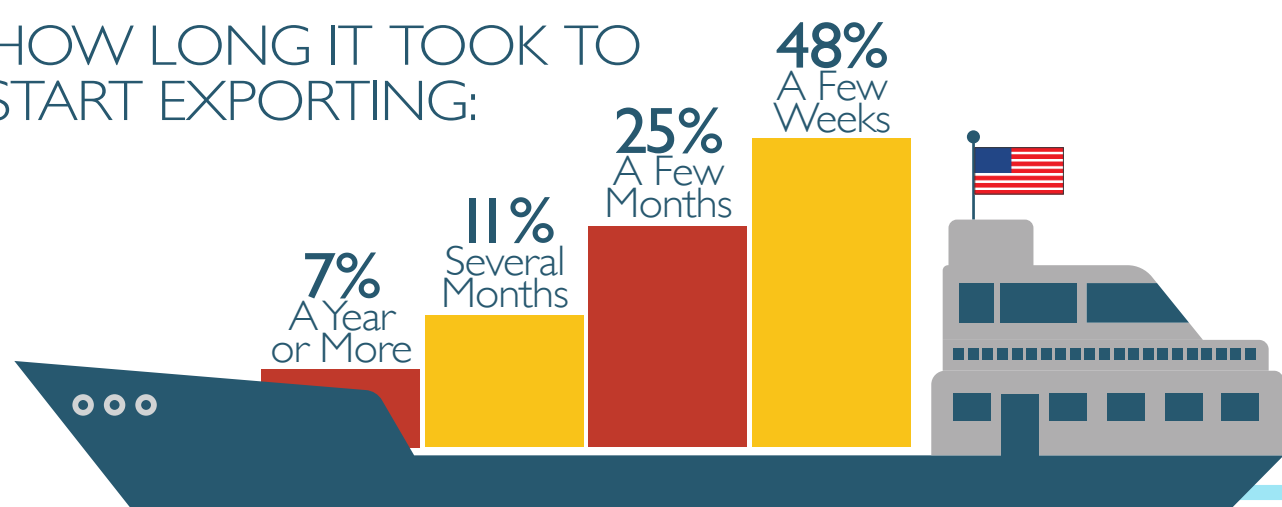
...AND THE SMALL BUSINESS SHARE  
OF EXPORT REVENUE IS A RISING TIDE:



**But less than 1% of America's  
30 million companies export!**



HOW LONG IT TOOK TO  
START EXPORTING:



DIFFICULTY IN GETTING FINANCING  
(EXPORTING VS. DOMESTIC OPERATIONS)

**65%** about the same or easier  
**35%** more difficult

THERE ARE BOATLOADS OF BENEFITS...



...YET 63%  
OF NON-  
EXPORTING  
BUSINESSES  
STILL HAVE  
CONCERNS

39% SAY THEIR GOODS ARE NOT EXPORTABLE  
37% DON'T KNOW HOW TO START  
24% WORRY ABOUT GETTING PAID  
24% CITE REGULATORY BARRIERS  
15% SAY IT WILL DISRUPT DOMESTIC SALES  
14% HAVE INTELLECTUAL PROPERTY CONCERNS  
13% BELIEVE IT WILL BE TOO COSTLY  
11% WORRY ABOUT VISAS AND WORK PERMITS

A SCORE Mentor Can Help You Become an Exporter:  
**Find Your Mentor Today!**

**SCORE**

#### Sources:

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