## Steps in starting an export business

Starting Export

Establishing organization

Opening a bank account

Obtain Permanent Account No. (PAN)

Get Importer Exporter code (IEC) no.

Registration cum membership no.

Registration cum Membership Certificate (RCMC)

**Selection of Product** 

Selection of markets

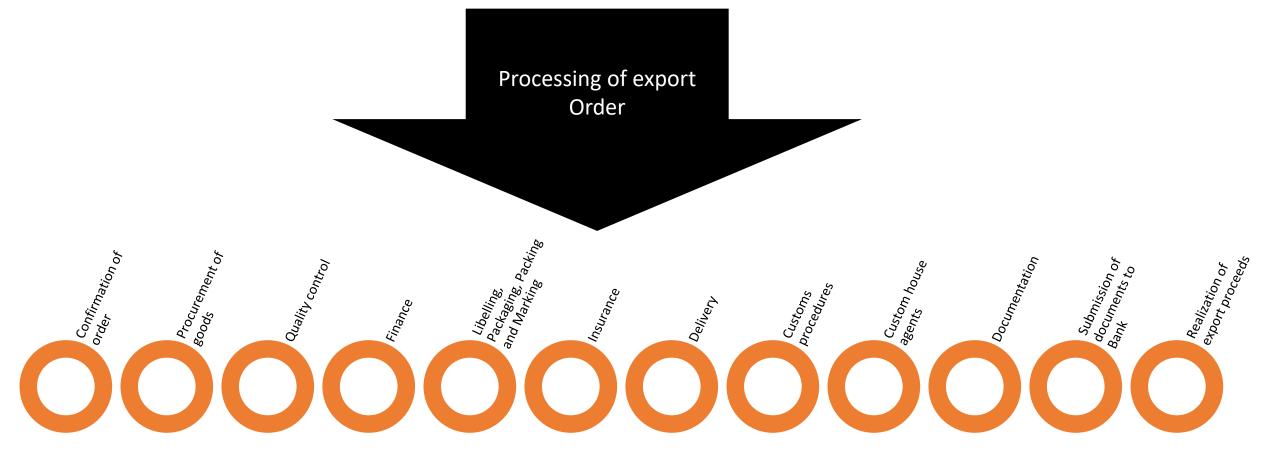
Finding buyers

Sampling

Pricing/ Costing

Negotiation with buyers

Covering risks through ECGC (Export Credit Guarantee Corporation Ltd)



Naming the Selecting Selecting the Selecting the Setting the business and the mode of buyers choosing organization markets operation the product Selecting the Deciding Export Processing Entering in to channels of Pricing and an export export contract distribution order Costing Figure-8: Steps for Starting an Export Business