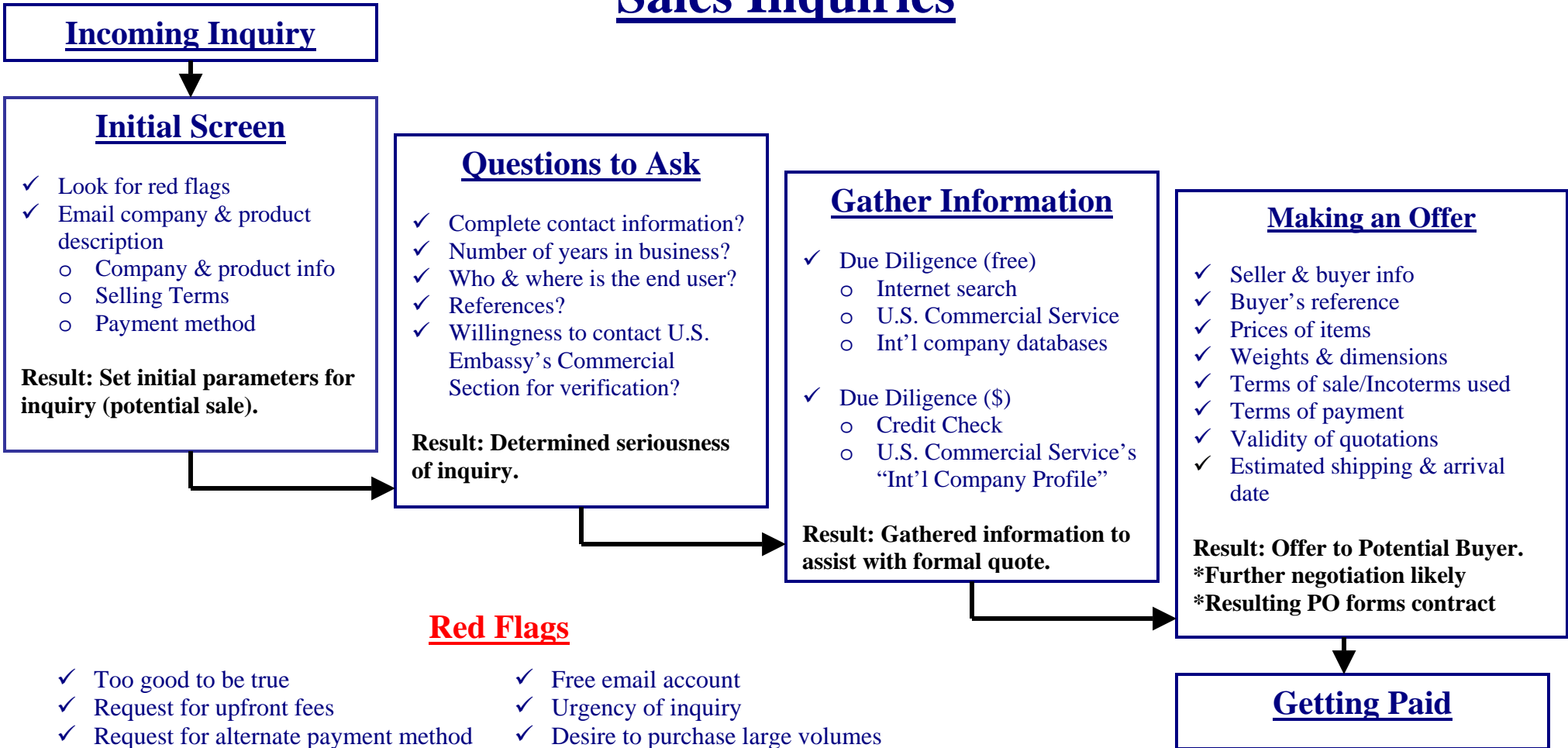


# Screening & Responding to International Sales Inquiries



## Red Flags

- |                                        |                                                                         |
|----------------------------------------|-------------------------------------------------------------------------|
| ✓ Too good to be true                  | ✓ Free email account                                                    |
| ✓ Request for upfront fees             | ✓ Urgency of inquiry                                                    |
| ✓ Request for alternate payment method | ✓ Desire to purchase large volumes                                      |
| ✓ Unwilling to provide information     | ✓ Product inquiry does not match company focus & market characteristics |
| ✓ Embargoed list country               | ✓ Buyer will resell product                                             |
| ✓ Denied person                        |                                                                         |

## Important Websites

Minnesota Export Assistance & Resources: [www.exportassistance.com](http://www.exportassistance.com)  
 "Bad Guy List" - <http://www.bis.doc.gov/ComplianceAndEnforcement/ListsToCheck.htm>  
 "Kompass" Free Int'l Company Database: [www.kompass.com](http://www.kompass.com)  
 "Europages" Free Int'l Company Database: [www.europages.com](http://www.europages.com)

**U.S. Commercial Service**  
 U.S. Department of Commerce  
 100 South Sixth Street, Suite 210-C  
 Minneapolis, MN 55403  
 Phone: 612-348-1638  
 Fax: 612-348-1650  
[www.exportassistance.com](http://www.exportassistance.com)  
[Minneapolis.Office.Box@mail.doc.gov](mailto:Minneapolis.Office.Box@mail.doc.gov)