Hawaii State Trade and Export Promotion – Export Readiness Program (HiSTEP-ERP)

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration

ExporTech™ Readiness Survey and Application

1. **Are you looking to grow your sales over the next 3 years?**
    ___ Yes
    ___ No

2. **By how much (dollars or a percentage) do you want to grow your sales in the next 3 years?**
    ___

3. **How are your domestic sales right now?**
    ____ Growing
    ____ Flat
    ____ Declining

4. **Do you sell to countries outside of North America?**
    ___ Yes
    ___ No

5. **Have you received inquiries from foreign markets that you don't currently sell to?**
    ___ Yes
    ___ No

6. **Have you received inquiries from foreign markets outside of North America?**
    ___ Yes
    ___ No

7. **Are you currently reactive (responding to foreign customer inquiries) and ready to shift to a proactive approach to international sales?**
    ___ Yes
    ___ No

8. **Is your company's leadership ready to commit staff and resources to developing export markets?**
    ___ Yes
    ___ No

9. **Please share the degree to which you are exporting by checking the appropriate option below.**
    ___ New-to-Export (0 markets, 0% international Sales)
    ___ Moderate Exporter (1-5 markets, <10% International Sales)
    ___ Experienced Exporter (>5 markets, 10-35% International Sales)

10. **Do you believe you are still too reactive in your approach to growing your international sales?**
    ___ Yes
    ___ No

11. Do you need to develop an expansion plan for a new global region?
___ Yes
___ No

12. Would you like to become more systematic in your export processes? (e.g. finding reps/distribution partners, compliance and planning)
___ Yes
___ No

13. **Please tell us about yourself**:

First and Last Name: _____

Company Name: _____

Street Address: _____

City, State, and Zip: _____

Telephone: _____

Email Address: _____

Preferred method of contact (telephone or email):

<u>Program Partners</u>