



Electronic Trade Leads Network

What are trade leads?

- Through a network of international offices, trade events, and international marketing initiatives, Enterprise Florida generates numerous trade leads for Florida exporters. Trade leads come from foreign companies wanting to make direct purchases from Florida companies, to act as a manufacturer's representative or agent/distributor overseas, or joint ventures.

What is the Electronic Trade Leads Network?

- The Electronic Trade Leads Network was designed by Enterprise Florida, Inc. to allow Florida's export-ready companies to receive trade leads electronically – via email.
- Companies are required to register, as access to the trade leads is restricted to Florida companies. You will receive a list of the most recent trade leads collected from our International Offices and through our marketing programs each month.

How does it benefit Florida exporters?

- This program provides Florida companies with current, qualified trade leads that you can respond to immediately. By bringing the leads directly to you, Florida companies can spend less time and money marketing in the international arena.

How can Florida companies receive the trade leads?

- Go to the Exporting Assistance page on our website at:

www.eflorida.com/export

- Complete the **Export Assistance** form under Qualified International Trade Leads.
- As a registered user, you will receive a monthly list of current trade leads in a variety of industry sectors – with full contact information – so that you can easily view the most up to date leads of interest to you.

About Enterprise Florida:

- Enterprise Florida Inc. (EFI) is the official economic development organization for the State of Florida. The International Trade and Business Development Unit provides trade development services to Florida manufacturers, exporters of Florida-origin products, and professional services providers. We encourage you to take advantage of all of our Exporting Services. You can learn more about Enterprise Florida by visiting our website at www.eflorida.com

For further information:

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