



[HELP FOR BUSINESS](#) > [Assistance for exporters](#)

## Assistance For Exporters



The New South Wales (NSW) Department of State and Regional Development (DSRD) offers a range of assistance to NSW businesses that want to start exporting, or expand their existing export activities.

Are you:

- [Taking the first steps?](#)
- [Wanting to network with other NSW exporters?](#)
- [Looking for new export markets?](#)
- [Trying to develop your export skills?](#)
- [Developing an export plan?](#)

### .Taking the first steps

Our network of export advisors has years of experience in international trade and exporting. Their job is to help businesses overcome the barriers to export. They can explain complex procedures and regulations and put business people in touch with the right contacts.

To receive help from an export advisor, firms should have products or services with export potential and be committed to growth through market expansion.

Advisors are based in Bathurst, Gosford, Parramatta, Nowra, Tamworth, Wagga Wagga and Port Macquarie.

There's also a lot of useful information about exporting on the [Small Business](#) website.

### .Networking with other NSW exporters

The NSW Exporters Network Website is a secure website where members of the Network can:

- communicate with each other
- communicate with us
- access other export-related information and sites.

To become a member of the network, go to our [Small Business](#) website.

### .New export markets

The Department organises an extensive program of [trade missions and market visits](#) which bring first-time exporters and those seeking to enter new export markets in direct contact with potential agents, distributors and end-users. These visits help them develop first-hand knowledge of customer needs and requirements, including packaging, presentation, and product specifications and quantities as well as business practices and cultural issues.

A range of markets is covered to cater for the needs of all exporters, depending on their size, export capacity and level of export experience.

Find out about [the 2009-10 trade missions and exhibitions program](#).

### .Developing export skills

If you are trying to export your services, you can use the Service Exports Toolkit - 10 Steps to Successful Service Exporting. This is a practical guide to exporting services and includes a "Are you ready to Export Services" diagnostic. The Toolkit can be found on the [Small Business](#) website.

Another useful tool is the [WeblinkGuide](#), designed to assist exporters identify, research and prioritise potential markets for their goods or services.

### .Developing an export plan

An export workbook that you can use to assess the export strengths and weaknesses of your business and develop an export plan is available on our [Small Business](#) website.

## For more information

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