

2 Match the beginnings (1–8) and endings (a–h) of the following sentences, giving advice about selling overseas.

- 1 You need to do \_\_\_\_\_
- 2 You shouldn't think that a product which sells well at home \_\_\_\_\_
- 3 You have to decide \_\_\_\_\_
- 4 You should try to find someone to work with \_\_\_\_\_
- 5 You should have a written contract \_\_\_\_\_
- 6 Normally you must take responsibility \_\_\_\_\_
- 7 You don't have to complete customs paperwork yourself \_\_\_\_\_
- 8 In every country where you sell, you have to get legal protection \_\_\_\_\_

- a the best way to sell your product.
- b if you hire a customs specialist to do it for you.
- c research into the market where you want to sell.
- d to stop other people copying your product.
- e who already knows about the local market.
- f will always be successful in another country.
- g which says who is responsible for transport.
- h for the customs paperwork.