



LD Export
We open new borders

PROFESSIONAL

PRACTICAL

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PASSIONATE

LD Export Newsletter

January 2022 Issue

Dear Partners,

Dear Customers,

Dear Future Gulf Explorers,

Welcome to our January Success Newsletter!

We are delighted to present in this email our Successes completed in January:

- Our Trip to Dubai to attend Arab Health 2022
- Fabie Pâtissiers Trip to Dubai & Bahrain
- Airdeck Trip to Saudi Arabia
- Our LD Export Series: Master the Arab Business Partners, a part of our collaboration with the World Trade Center Leeuwarden in Holland Series.

Enjoy reading our January successes!

François-Xavier Depireux

www.ld-export.com



CEO-Founder



Trip to Arab Healthcare 2022 in Dubai

The month of January has been a fruitful month, We had our usual trip to Dubai to attend Arab Health 2022.

We spent three days in Dubai, and conducted many fruitful meetings for some of our clients, nevertheless we spent time in the fair connecting with our trusted counterparts.



Fabie Pâtisseries Trip to Dubai Bahrain

We had our trip to Dubai with Fabie to meet some of our trusted counterparts in the region.

We have spent two days in Dubai with the client where we have conducted 3 meetings for the development of the brand in Dubai.

We also had a day in Bahrain with the client where we had two fruitful meetings with our reliable counterparts.



Airdeck Trip to Saudi Arabia

In January we also had another successful mission for Airdeck to Saudi Arabia.

The team at LD Export arranged for the client successful meetings with the right partners in Saudi Arabia



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LDE Series: Master the Arab Business Partners

Golden Rule: Be Patient

As a part of our collaboration with the World Trade Center Leeuwarden in Holland, we have been requested to start our LD Export Series in 12 modules, this month we shared the below information to thousands of their members,

Golden Rule: Be patient

What could be the definition of luck in the Middle East: „Making a successful sale or signing up with an ideal partner after your first trip”

You are willing to export products/services in this region, then be patient, be patient, be patient!

Working in the Middle East tough me to avoid excitement after the first positive meeting. Based on 15 years' experience, we are now aware that it can take up to two years to find the great/expected partner to register the first incomes,

Visiting them is obviously clear for all now as it top mandatory! After the visits, you will maintain a smooth communication process with them, receive many requests and hence the eagerness to believe is a quick deal can easily raise up. Also note from your side that your will have to find a balance between frequent follow-up and not appearing too rushy.

The decision process is extremely slow, from time to time, your partner will have to wait for approvals from the local entities, institutions, customs or market feedbacks. The paper work can quite often be hard to handle without getting too nervous!

Keep in mind, that developing the region requires a lot of patients, persistence, and hard work. But no doubt that you will forget about the struggles when results show up.

And now Yallah, it is your time to succeed in the Gulf,

If you're curious to know more about how to expand your business in the Gulf Regions, would it either be to check your potential, by completing a Market Study or having us to hook you up with the right partners, please feel free to get in touch with us at office@ld-export.com and we will be prompt to serve you best,

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Our mailing address is:

Info@ld-export.com