



**LD Export**

*We open new borders*

PROFESSIONAL

PRACTICAL

PROACTIVE

PASSIONATE

## **LD Export Newsletter**

November 2021 Issue

**Dear Partners,  
Dear Customers,  
Dear Future Gulf Explorers,**

Welcome to our November Success Newsletter !

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

- Our Trip to Saudi in November
- Our Collaboration with the Greater Manchester Chamber of Commerce for our Franchise program expansion to the U.K.
- AlieGoods Success in the Gulf in the Frozen and Fresh Food sector.
- Interesting success for our LDE Client “Salveco” in Dubai.
- LD Export Series: Master the Arab Business Partners, a part of our collaboration with the World Trade Center Leeuwarden in Holland series.

François-Xavier Depireux  
[www.ld-export.com](http://www.ld-export.com)



CEO-Founder



## **Trip To Saudi**

The month of November has been a fruitful month, We had our usual trip to Saudi for our clients, and have visited three famous cities in Saudi that are known for their business intelligence.

We spent two weeks in Saudi visiting Damam, Jeddah, and Riyadh and conducted over 40 meetings.

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Chamber of Commerce

## **Greater Manchester Chamber of Commerce and LD Export**

### **Collaboration**

In the pursue of our expansion we are delighted to confirm our partnership with the Greater Manchester Chamber of Commerce in the U.K.

Now, 4000+ members of this chamber will have the possibility to approach us for their business development in the Gulf,

It is a pleasure for us to acknowledge the value of our company towards the United Kingdom in general, (more to come)

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### **AliceGoods Success in the Gulf**

For the last 5 years, we are glad to participle to the expansion of AliceGoods ([www.alicegoods.com](http://www.alicegoods.com)) in both Frozen and Fresh Range  
Pleasure to announce the success with, to this day, 10 active distributors in the GCC, signed and sealed for the fresh fruit business, Turnover yearly generated is growing, thanks to great local partners as well as a good collaboration with the producers,

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## **Salveco/Socomore Mission to Dubai with LD Export**

in Salveco/ Socomore initiative to expand to the Gulf, we have been in touch with Mr. Fredric Lescure to help them secure their expanding initiative.

Thanks to our wide network of trustful contacts, we have been able to secure the mission in setting-up top class meetings with interested and interested counterparts,

Please find below Mr. Fredric Lescure's testimonial:

*'It was a pleasure to work with the LD EXPORT Team. They have managed to propose a set of qualified meetings of potential partners in Dubai. Everything went well and the process was very professional. The good surprise of this end of 2021'*



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## **LDE Series: Master the Arab Business Partners**

**"InshAllah" and the deal is closed!?**

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,

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Each person has experienced the word “inshAllah” in some point in their time in the Middle East.

Word “Inshallah” means: I’d be happy to, God is Willing, if God permits it, it will happen.

InshAllah is a most well-known phrase which Arabs tend to use very often when discussing. For example: “InshAllah” to great cooperation, “InshAllah” to our future business, “InshAllah” I will answer your email etc.

If someone says “inshAllah” it should mean that they will try their best. Working in the Gulf Region for the past 15 years, gave me an opportunity to learn basic words of Arabic language: InshAllah, Yalla, Halla Walla, As-salamu alaykum, Alhamdulillah etc. I am using these terms while meeting my business partners. They are always delighted when they hear a Westerner using Arabic words. These simple words will enable you to have a more open and easy communication.

Further, regardless of my origin, non-Arabic native, I do not hesitate to express my basic knowledge with my partners & friends. They take it with respect and gratitude.

### **InshAllah breaking the barriers?!**

Nonetheless, by using these expressions you will not secure the successful business deal! There is no doubt that your products or services must provide the requested added value for them. Consider this as a “fun fact” which will help you to engage with your business partners.

They love when foreigners are interested in their culture, language and history.

### **InshAllah as unkept Promise**

Unfortunately, through the years “InshAllah” has become a soft way of saying NO so people may tend to use “InshAllah” to avoid expressing a flat out “No”. Sometimes they use “InshAllah” but it means: Yeah, never going to happen.

You will have to find the signification, develop your 6th sense. Much more easier for ladies then for us, men who should now consider opening up new hidden sense

No need to use these phrases in order to impress someone. GCC hosts almost every nationality in the World and they live in the multicultural society for decades. You can work and live in this region by using English, only.

So, if you struggle with lack of confidence by using their words, then simply avoid them.

However, in order to gain success & trust you will have to be honest, loyal ; both are part of the most appreciated characteristics.

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](mailto:office@ld-export.com) and we will be prompt to serve you best,



**Stay Tuned our YouTube Video is Coming Out**

**Soon!!**