

# PREPARING FOR BREXIT

## A short guide for business

If, in addition to your UK sales...

### YOU ONLY SELL TO EU COUNTRIES

Rules will change - Your *transfers* will now become *exports*

- Register for an EORI number.
- Check if you need a licence to export your goods outside the UK.
- Find out the commodity code of your goods.
- Choose the correct customs procedure code (CPC) for your goods.
- Register for the Customs Declaration System (CDS).
- Attach the commercial invoice (and licence, if you need one) to your consignment.
- The goods must be 'presented' to Customs.
- Finalise the export entry on the Customs Declaration System (CDS).



### YOU DON'T CURRENTLY EXPORT

Analysis produced by range of UK government departments suggests GDP could fall by 10.7%. Businesses should therefore consider alternative markets for their products and services to minimise any potential impact.

- Identify potential target areas - but forget the emotion
- What data is available to you - and who can help you find it?
- What does the distribution framework look like?
- What do the numbers look like?
- Should you be an Authorised Economic Operator (AEO)?
- Now register as an Exporter - see the box above!

### DON'T FORGET YOUR TEAM

However the politics of Brexit play out, the transition will represent a significant change for your business and your team.

The prospect of change can be daunting. But if managed correctly, the process doesn't have to be painful. The difference between success and failure can lie in a company's ability to adapt.

Leading change effectively is essential for development.



### HELP IS AVAILABLE



The good news is that you don't have to do all this yourself.

There are Government agencies who can assist with your Export plans: The DiT, Scottish Enterprise or Business Gateway,

And we can too - from export planning through to staff coaching and development.

St Andrews Management Centre



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Contact us for details of how we can help:

Telephone 03300 241316  
Or email [enquiries@stamc.co.uk](mailto:enquiries@stamc.co.uk)