1. **WORK EFFECTIVELY WITH INTERNATIONAL PRINCIPALS**

When manufacturers’ agents work with foreign principals, they face a new set of challenges. The culture, language and laws differ. The time zone differential creates an issue. Collecting unpaid commissions is also something to consider.

Professional manufacturers’ agents learn the effective way to work with foreign principals before they create the relationships.

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| [US and European Rep Law](http://members.manaonline.org/reg_assoc_shared/html/SpecialRpts/US-Euro_Rep_Law.pdf) | Special Report |
| [Working with Foreign Principals](http://members.manaonline.org/reg_assoc_shared/Teleforums/Teleforum_2011-11.mp3) | Teleforum |
| [Working with Asian Principals](http://members.manaonline.org/reg_assoc_shared/Teleforums/Teleforum_2012-01.mp3)  | Teleforum |
| [Practical Tips for Representing FOREIGN PRINCIPALS](http://members.manaonline.org/reg_assoc_shared/html/ASMindex/0607p28.pdf) | *Agency Sales* |