

Trillion-Dollar Chinese Market Wants You!

Today's Chinese market is just waiting for foreign investors to push it to the next level. Can you afford to pass up this opportunity?

In *Doing Business With China*, world-renowned business expert Stephen Perl introduces you to the Chinese corporate and legal structures, courts system, tax regulations, and labor laws—everything you need to set up and maintain a thriving business in China.

This practical, nuts-and-bolts handbook also covers:

- Chinese social customs that can make or break your business relationships
- Central, provincial, and local governments which will help or hinder you
- The twenty-six Chinese taxes you may be expected to pay

Whether you're a successful CEO or a green entrepreneur, *Doing Business With China* will give you shrewd insider advice to get you into the world of business in China—and ensure you make the most of it.

"A terrific how-to guide for US businesspeople considering forays into the world's second-largest economy and largest consumer market."

—Vance Baugham, president, World Trade Center
Los Angeles-Long Beach

"Perl's book provides valuable insights and practical information. It's a useful guide whether you're an old hand in China or just getting started."

—Terry W. Young, professor, chairman of economics,
Pepperdine University's Graziadio Business School

"A great book for foreign business executives wanting to source or invest in China. It gives the current details needed to make real business decisions."

—Eugene Liang, president, Canton Fair Import/Export Co., Ltd. (China)

About the Author

Stephen M. Perl is the CEO of 1st PMF Bancorp and ChinaMart® Los Angeles. He serves on the County of Los Angeles Board of Governors, the City of Los Angeles Economic Advisory Board, and the QingDao Foreign Investment Bureaus Board as consulting director. Additionally he is a director on the board of the Commercial Finance Association and a certified United States Export-Import Bank officer.



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DOING BUSINESS WITH CHINA THE SECRETS OF DANCING WITH THE DRAGON



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