



## **Frequently Asked Questions**

### ***Are Canadians allowed to sell in the USA?***

Under certain circumstances and through the correct procedures, Canadians can sell in the US. Canadians cannot exchange products for money in the US, but they can hire an American citizen as an agent or hire MMPI to act as their temporary agent to complete the transaction.

### ***What are agents?***

Agents are American citizens you hire on a contract basis to sell your work on your behalf for a fee or percentage. They may be registered as a business, or they can work for you on a limited engagement basis.

### ***Where do I find an agent?***

The best and most efficient way to contract an agent is to enroll in our Central Cashier Program. This program allows MMPI to act as your temporary agent. At \$85 (USD) for the duration of the show, plus 2.5% of all sales, this program is the ultimate in ease and security. See Central Cashier Application for more information.

Another option would be you could hire an American citizen as your agent, as long as you designate in writing that you are engaging him/her as your agent for a certain period of time. This period of time can be for the duration of the show or longer. Since you must have a written agreement, we suggest you consult a lawyer. It's relatively inexpensive and a safe way to go.

### ***I've heard I am able to sell at a retail craft show if I don't touch the money.***

#### ***Is this true?***

That is partially correct according to the laws in the United States. You must register with the state tax department in order to collect and remit sales tax. Forms are provided for you in enclosed exhibitor manual. And most important, as we stated above, a contracted agent who sells and takes the money/credit card is a required element. You are simply in the booth to give information on the work. It might also be a good idea to have a receipt book that includes the name of the agent. For example, you could have a stamp that says "John McDonald, artist, as represented by Peter White, agent." If you choose to participate in the Central Cashier Program, MMPI acts as your temporary agent and handles all financial exchanges and tax forms for you

## **Frequently Asked Questions (cont.)**

### ***I have heard about Canadians having challenges shipping to and selling in the USA, are they true?***

If this is true, perhaps it's because the artisan did not follow the law. You must follow all the rules and regulations under NAFTA. We strongly suggest you hire a customs broker familiar with shipping to the USA. Recommendations are included in the attached information. We suggest you allow the customs broker to complete all the paper work and get you shipped properly to Chicago. We also suggest you cross the border as you normally would and proceed with getting an agent before you go.

### ***Can you guarantee this process?***

Each year many Canadians successfully participate in the Chicago show. If you work with a shipper, broker and agent, you should have all the paperwork needed to successfully exhibit in Chicago.

### ***Does One of a Kind have a preferred shipper/broker recommendation?***

Sherri Pelc  
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Trade Show Manager  
cell: 702 575 4617  
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As always, if you have any further questions, please contact us:

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