

The basic concept of the FCMJ is that of a non-profit organization, financially supported by its members and serving their marketing requirements in Japan on a daily basis. The FCMJ offers its services on a project basis at competitive rates.

Included in the tasks performed by the FCMJ are:

- market research tailored to a company's industrial needs;
- evaluation, selection and monitoring of agents;
- potential partner evaluation, license agreements, joint venture and subsidiary start-up operations, assisting sales and contract negotiations; and
- a fully bilingual service for Japanese customer or business associates who may call at any time during a working day.

These services are normally provided to companies who already have an agent or distributor in Japan but are seeking an independent view of the market.