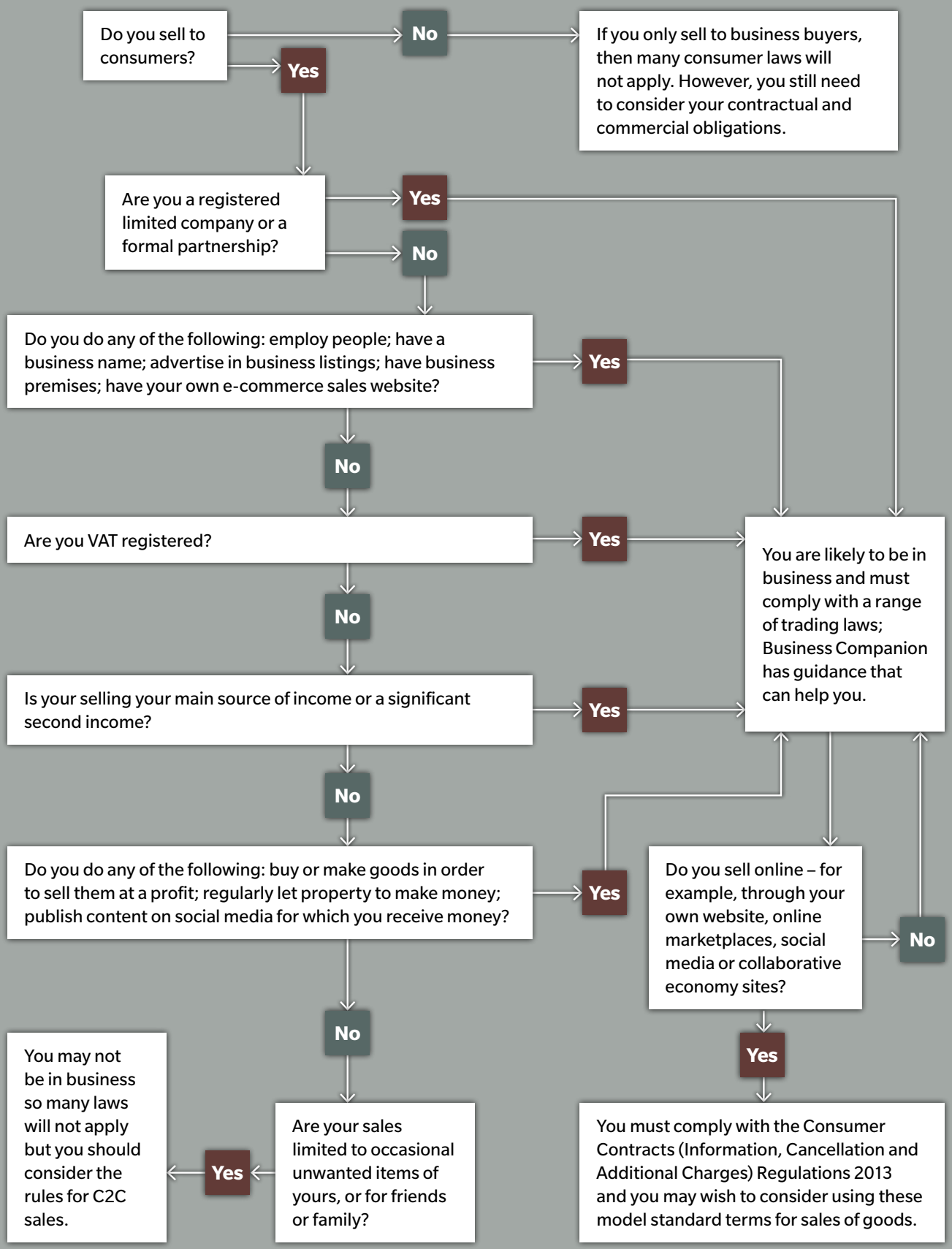
Do you sell to consumers?
No
Yes
If you only sell to business buyers, then many consumer laws will not apply. However, you still need to consider your contractual and commercial obligations.
Are you a registered limited company or a formal partnership?
Yes
No
Do you do any of the following: employ people; have a business name; advertise in business listings; have business premises; have your own e-commerce sales website?
Yes
No
Are you VAT registered?
Yes
No
You are likely to be in business and must comply with a range of trading laws; Business Companion has guidance that can help you.
Is your selling your main source of income or a significant second income?
Yes
No
Do you do any of the following: buy or make goods in order to sell them at a profit; regularly let property to make money; publish content on social media for which you receive money?
Yes
Do you sell online – for example, through your own website, online marketplaces, social media or collaborative economy sites?
No
Yes
You must comply with the Consumer Contracts (Information, Cancellation and Additional Charges) Regulations 2013 and you may wish to consider using these model standard terms for sales of goods.
No
Are your sales limited to occasional unwanted items of yours, or for friends or family?
Yes
You may not be in business so many laws will not apply but you should consider the rules for C2C sales.