

Who Can Provide General Information and Skills Development?	How?
Business Development Bank (BDC) The BDC works with Canada's private banks to provide business loans and business loan guarantees tailored to the needs of growing small and medium-sized business. Special loan programs exist for exporting companies. BDC also provides strong counselling to business owners about managing and improving their finances, particularly during growth periods. www.bdc.ca 1-800-INFO-BDC (463-6232)	BDC offers business loans and loan guarantee programs for small and medium-sized enterprises: • micro-business loans • working capital loans • export capital loans BDC provides training for new exporters: <i>NexPro</i> and <i>Step-Up-Step-In</i>.
Forum for International Trade Training (FITT) www.fitt.ca 1-800-561-FITT (3488) Fax: (613) 230-6808	FITT gives "how to" training for businesspeople about competing successfully in world markets: • eight different modules, each taken over sixteen weeks, or • a fast-track three week program • training is provided at post-secondary institutions across Canada and through the internet • offers Certified International Trade Professional (CITP) diploma and designation
Educational Sources: www.intergov.gc.ca/educ/index.html	Check educational institutes in your area for programs about entrepreneurship or export programs.
Private Sector Advisors Export and trade specialists Banks and financial institutions Accountants and lawyers Market research organizations	Experts can help analyse your business' needs and plan business strategies to get your company set for export success.
Sectoral and Bi-lateral Commercial Associations SME owners report that associations are a source of information about exporting. www.infoexport.gc.ca/associations	Ask your own contacts what they know about exporting and their own business experiences in foreign markets.