

<b>Who Can Provide General Information and Skills Development?</b>	<b>How?</b>
<p><b>Business Development Bank (BDC)</b></p> <p>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.</p> <p><b><a href="http://www.bdc.ca">www.bdc.ca</a></b></p> <p>1-800-INFO-BDC (463-6232)</p>	<p>BDC offers business loans and loan guarantee programs for small and medium-sized enterprises:</p> <ul style="list-style-type: none"> <li>• micro-business loans</li> <li>• working capital loans</li> <li>• export capital loans</li> </ul> <p>BDC provides training for new exporters: <i>NexPro</i> and <i>Step-Up-Step-In</i>.</p>
<p><b>Forum for International Trade Training (FITT)</b></p> <p><b><a href="http://www.fitt.ca">www.fitt.ca</a></b></p> <p>1-800-561-FITT (3488)</p> <p>Fax: (613) 230-6808</p>	<p>FITT gives "how to" training for businesspeople about competing successfully in world markets:</p> <ul style="list-style-type: none"> <li>• eight different modules, each taken over sixteen weeks, or</li> <li>• a fast-track three week program</li> <li>• training is provided at post-secondary institutions across Canada and through the internet</li> <li>• offers Certified International Trade Professional (CITP) diploma and designation</li> </ul>
<p><b>Educational Sources:</b></p> <p><b><a href="http://www.intergov.gc.ca/educ/index.html">www.intergov.gc.ca/educ/index.html</a></b></p>	<p>Check educational institutes in your area for programs about entrepreneurship or export programs.</p>
<p><b>Private Sector Advisors</b></p> <p>Export and trade specialists Banks and financial institutions Accountants and lawyers Market research organizations</p>	<p>Experts can help analyse your business' needs and plan business strategies to get your company set for export success.</p>
<p><b>Sectoral and Bi-lateral Commercial Associations</b></p> <p>SME owners report that associations are a source of information about exporting.</p> <p><b><a href="http://www.infoexport.gc.ca/associations">www.infoexport.gc.ca/associations</a></b></p>	<p>Ask your own contacts what they know about exporting and their own business experiences in foreign markets.</p>