



8.8 WORDS OF CAUTION

Hopefully, your initial meetings will be encouraging, but don't be dismayed if they are not. Remember, more than one trip may be necessary. Once a potential investment partner has been identified, however, you may wish to take some additional steps. You should consider the following initiatives before devoting too much time or revealing too much about your own business:

- **Prepare a confidentiality agreement**

At some point you may wish to ask the other party to sign such an agreement. You will need reliable information about the country you are visiting, since laws on confidentiality vary from nation to nation. If in doubt, ask the mission.

- **Check on the reliability of the other party**

Ask the mission for advice on how to obtain information on the performance, financial strength and management of the company with whom you are considering a deal.

Seek local professional advice. You will have to judge at what point in any discussions with the potential partner your interests require the advice of a local lawyer, auditor or banker.