



## **5.0 GOVERNMENT ASSISTANCE OUTSIDE CANADA**

Canadian representatives abroad have a wealth of information and may have accumulated experience in the markets where you are seeking potential investors.

### **5.1 CANADIAN MISSIONS AND PROVINCIAL TRADE OFFICES ABROAD**

Most Canadian missions, provincial trade offices and "maisons du Québec" abroad have investment counsellors or commercial specialists who can help you make the right contacts in your country of destination. They can be of great assistance provided they have adequate lead time and information.

### **5.2 DOCUMENTATION AND ADVANCE NOTICE**

To be helpful, an investment counsellor at a Canadian mission needs two things that only you can provide – sufficient advance notice and the documents described earlier in section 3.0.

### **5.3 HOW TO CONTACT THE MISSION**

Once you have "done your homework" and decided that a trip abroad is warranted, write to the investment counsellor or commercial secretary at the Canadian mission in the country you have selected. Introduce yourself and your intentions and enclose the documentation referred to in paragraph 3.1 of this booklet.

### **5.4 GIVE YOURSELF THREE MONTHS**

Allow enough time for your documentation to reach the investment counsellor and to receive a response. Take into account possible delays due to the temporary absence of the addressee, local holidays and other demands facing the investment counsellor. Also, make sure you provide the investment counsellor with your return address, telephone number, fax number, etc. *We recommend that your first letter be sent at least three months in advance of your proposed trip.*

### **5.5 COPY YOUR CORRESPONDENCE TO DFAIT**

We also suggest that you send a copy of your correspondence and its enclosures to the Investment and Technology Bureau and to the appropriate geographic branches of the Department of Foreign Affairs and International Trade.

The Investment and Technology Bureau is the focal point for the federal government's efforts to attract international business investment and technologies to Canada and to assist Canadian companies in expanding through foreign