



*Jim Hentschel, Director General, Business Immigration Branch: applicants face fewer delays in processing applications since the demand has lessened.*

being prepared and in the right frame of mind.

"I tell my clients to think of it as a mixture of a job interview and applying for a bank loan," offers Hong Kong solicitor Shane Weir. "That officer is going to be looking at you as becoming a partner in his company, and that company is Canada. He's also sizing you up to see if you can be trusted with a loan. In this case it's a loan of time, and in that time he wants you to create a business in Canada and generate jobs. You have to convince him you are going to make it.

"You've got to have a proposal for him, whether it's written out or organized in your mind. You must do your homework."

**W**eir relates the story of a ex-army sergeant in Hong Kong who applied to go to Canada to run a restaurant. "It was not surprising that he was rejected as there was no mention of any relevant experience in his application.

"After we talked to him, we discovered that for 20 years he'd been working in the army kitchen, rising up through the ranks to supervise a sizeable staff and managing all aspects of running a very large eating establishment. We successfully appealed."

Weir offers other practical advice to those considering the immigration process. "Make certain that you do your tax plan-

## VIVRE LA DIFFERENCE

**T**he province of Quebec, points out Business Immigration Branch Director General Jim Hentschel, has always had a strong interest in the demographic make-up of the province, and he says that by having their own immigrant selection process the French-speaking province is simply exercising its rights. "Immigration should be a shared responsibility," he contends. "We welcome their involvement."

Pierre Danis, Director of Immigration Service for the Quebec Delegation in Hong Kong explains. "Quebec is the only province to have their own immigration department worldwide. Our officers make the initial selection and then the files are given to the federal authorities for health and security checks.

"Our main concerns are the language and cultural aspects of settling in Quebec and there are also minor differences in our Business Immigration Programme.

"For example, in the Investors Programme, you must invest your money through a broker in small and medium manufacturing companies listed on the stock exchange. You can't put that money in hotels, golf courses or real estate, because we feel that it is too risky. The investor's money is therefore more protected.

"As a result of having our own system, we have better tracking of business activities and very good services for the settlement of business people in our province."

**D**anis says that after the initial contact with the Quebec Immigration office, interested parties are strongly encouraged to go to Quebec and have a first-hand look. "Quebec has much to offer, not only in business opportunities, but in lifestyle as well," he enthuses. "For example, Montreal was recently named by an American Express survey as one of the top three cities in the world in which to live in terms of quality of life.

"Living there, you will be in the strategic Montreal - New York - Europe triangle and your children will grow up speaking three languages while gaining invaluable enrichment from a diverse, multi-cultural society." ♦

