

When you visit the Bank, you should meet with the following officials, although it is becoming increasingly difficult to do so owing to the large number of company representatives waiting in line. *Thus you should limit these meetings to the essential points.*

- *The division chief of the sector you are interested in:* this official is responsible for a team of experts who study, evaluate and monitor projects in one of the Bank's sectors of specialization. The division chief will be able not only to give you valuable information about a project, but also to provide information about other projects in that division and to tell you which experts are responsible for specific projects;
- *The project officer:* this expert is responsible for several specific projects and will be your key contact with respect to technical data on the project; and
- *The loan officer:* he acts as a geographical desk officer, is familiar with the situation regarding loan agreements in the countries he is responsible for, and with other projects that may eventually come into the Bank system.

It is never a wasted effort to present these officials with your company's professional references and leave them some explanatory brochures. These should not be too exhaustive, but should simply outline your major areas of activity and your professional experience in Africa. The experts do not have time for deep consideration of all the material left by consultants and manufacturers. They will remember you from these "snapshots" of your strongest sectors and African experience.

This preliminary work may pay off one day, particularly if you have registered your most able experts as individual consultants who can provide services as project evaluators for the Bank. Such experts are called upon to participate from time to time, on short-term contracts, in the preparation, evaluation or supervision of work, or in economic or sectoral studies in borrowing countries. When specific experience is required, the choice of an individual consultant is made on the recommendation of the project officer who looks at the individual records of consultants registered with the Group and selects the most suitable candidate.

This kind of experience not only makes your company noticeable to the Bank's sectoral experts but also has the advantage of gaining recognition for your professional capabilities. Your firm can then learn the ADB's