Common Methods of Financing Bank Lines of Credit Discounting Receivables (Factoring) Sources of Financing Commercial Financing Sources Canadian Government Agencies International Financial Institutions and Multilateral Agencies	37 37 37 38 38 39 43		
		CHAPTER 5. PARTNERING IN MEXICO	46
		The Purpose of Partnering	46
		Types of Partnership	47
		Finding Suitable Partners	50
		Negotiating a Partnership	52
		The Stages of Negotiation	52
What to Negotiate	53		
Cultural Issues	54		
Getting Help	55		
Chapter 6. Promotion	57		
Advertising in Mexico	57		
Trade Magazines	58		
•	58		
Specialized Promotional Materials	59		
Trade Fairs and Exhibitions			
A Note on Promoting Services	60		
CHAPTER 7. AGENTS AND DISTRIBUTORS	61		
Agents and Representatives	61		
Distributors	63		
Trading Houses and Export Management Companies	64		
Selecting an Agent or Distributor	65		
Drafting an Agreement	68		
Draiting an Agreement	00		
Chapter 8. Closing a Deal .	69		
Incoterms	69		
Export Quotations	70		
Receiving Inquiries and Orders	70		
Contracts	71		
Order Processing and Order Fulfillment	72		
Order Entry	72		
Routing Information	73		
Shipping	73		
Keeping Records	74		
Tracking and Monitoring	74		
Expediting Orders	75		

