



have a good credit rating which you can't get until you have 12-18 months behind you. It's a Catch 22 situation.'

Ron advises potential British applicants to 'do your homework before you leave and remember that what is normal and accepted in Britain is not necessarily so in Canada. And try to travel to Canada prior to putting in your application'. They

have had to work very hard but he thinks that Canada is 'definitely a land of opportunity'.

The O'Carrolls

Jim and Cleo O'Carroll came to Halifax, Nova Scotia, in 1982 and renovated a restaurant lounge in downtown Halifax. He had 17 years experience as a managing partner of The Buttery restaurant in Glasgow. Jim said they decided to immigrate because 'we needed a change and a challenge. We were looking for a business opportunity. We had connections in other locations in Canada and the US, but we chose Halifax because we had relatives there. We had visited in 1981 and had fallen in love with the place.'

Jim, from Northern Ireland, and Cleo from Lanarkshire, Scotland, renovated a fast food restaurant that had gone into receivership. Year by year they gradually built up business. Today O'Carroll's is an upmarket restaurant and lounge and seats over 100 people. Like its owners, the restaurant has an Irish-Scottish ambience.

Jim says that the initial years of their establishment were a nightmare. 'We took no wages out of the business for the first nine months because we couldn't afford to - we needed the cash flow. We did without a lot of things and we were open seven days a week.'

Jim and Cleo found the toughest part of the process was adjusting to a new country and the different ways of doing things. Moreover, opening a new restaurant was difficult because of the inherent instability in the restaurant industry; restaurants were continually opening up and then going out of business.

The O'Carrolls advise prospective business immigrants: 'Come to Canada. There are wonderful opportunities. But be well prepared and expect to have a tough time at the beginning.'

and how to share in it

The Canadian business immigration programme was established for experienced business people who have the skills and capital to run a successful venture and thus create jobs for Canadians. It is an important element in the Government's strategy to use immigration to promote growth in the Canadian economy.

Although immigrants have engaged in small and medium-sized businesses for as long as immigration programmes have existed, an aggressive programme for recruitment was not implemented until 1985. This followed a Parliamentary report on economic migration which focused on the need to devise a more comprehensive and systematic method of bringing business immigrants to Canada. The programme has been gaining in momentum every year, attracting thousands of applications from around the world, in addition to those from the UK.

The Entrepreneur

An entrepreneur is an experienced business person who wishes to buy or start up a business in which he or she will take an active and on-going managerial role. The business must create jobs for one or more Canadians and must make a significant contribution to the economy.

Joyce Cavanagh-Wood, who manages the program at the High Commission in London, states that the average British entrepreneur has been in business for five or more years and owns a small to medium-sized business in the service sector which he or she wishes to expand in Canada. Two reasons quoted for the decision are a feeling that market opportunities are limited in Britain, while Canada - particularly since the Canada US Free Trade Agreement - offers greater possibilities.

Detailed business proposals are no longer