

- providing on-the-spot information on duties, taxes and foreign exchange matters, and helping you solve problems and find solutions in these areas;
- helping you determine why an account is overdue and, if necessary, advising you on proper procedures for settlement;
- maintaining contact with your agent and providing him or her with support and encouragement.

## Your trade commissioner

*The trade commissioner can be your eyes and ears on-site, and can be of valuable assistance in distant, unfamiliar markets. Your trade commissioner ...*

**Can** promote your firm to local customers

**Can** recommend appropriate technical experts to help you negotiate a deal

**Can** help you find good translators and interpreters

**Can** help you select effective agents

**Can** maintain a liaison with your agents and encourage them

**Can** advise on the settlement of overdue accounts

**Can** advise you on situations and circumstances affecting travel to and within a country

**Cannot** close the sale for you

**Cannot** be present at all your negotiations when you are closing a deal

**Cannot** serve as your translator or interpreter

**Cannot** act as your agent

**Cannot** train or supervise your agents

**Cannot** act as your debt collector

**Cannot** act as your travel agent

