

If you are a new or occasional exporter, the **New Exporters Training and Counselling Program (NEXPRO)** can help you broaden your export knowledge and skills. Through a combination of group workshops and one-on-one follow-up counselling sessions, NEXPRO can help you assess your export potential, develop an export plan and implement a successful exporting strategy.

**Contact:** Tel.: 1-888-INFO-BDC (463-6232) or the InfoCentre

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**One-day Customs Trade Seminars** can provide you with valuable information on such topics as importing into Canada and exporting to the United States, duties relief programs, and tariff classification, valuation and origin.

**Contact:** Revenue Canada, Customs Border Services Branch  
Tel.: (613) 957-7256

## **MONEY MATTERS**

### **FINANCIAL SUPPORT FOR EXPORT DEVELOPMENT**

Without financial backing, many small and medium-sized businesses aren't able to market their goods internationally. A range of funding support services are in place to help — from repayable loans to financial support for market exploration and development, and risk-management services.

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With both financial and management services under one roof, the **Business Development Bank of Canada (BDC)** offers "one-stop shopping" for all your business needs. In particular, BDC aims to meet the needs of small and medium-sized exporters — whether your company is preparing a first-time foray into foreign markets or is already active in the export field.

**Contact:** Tel.: 1-888-INFO-BDC (463-6232)

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The **Canadian Commercial Corporation (CCC)** can help your company do business in foreign markets, assist in contract negotiations and complete sales on better terms with fewer risks. By participating as the prime contractor in an export sale, CCC provides a foreign buyer with a commitment, backed by the Canadian government, that you will meet the conditions of the contract, as signed.

**Contact:** Tel.: (613) 996-0034; Fax: (613) 995-2121  
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