

Examples of permitted activities include doing market research, marketing products, negotiating contracts or taking orders. Canadians providing after-sales service are eligible as business visitors but must be prepared to show, in addition to the basic documents, a copy of the sales contract and proof that they possess the necessary specialized knowledge and skills. There is no charge for an FM-N visa, which is valid for 30 days per trip. Business visitors who wish to stay longer than 30 days must obtain an FM-3 visa.

### *Work Authorization*

Unlike business visitors, people who plan to receive remuneration, directly or indirectly, from Mexican employers or clients must apply for an FM-3 visa. This can be done in Canada at the Mexican Embassy or one of the consulates. Regardless of the category involved, fees are levied for all types of work permit. Business visitors who enter on an FM-N for business development purposes and then decide to stay to work on a contract can apply at an office of the National Migration Institute, Ministry of the Interior (Instituto Nacional de Migración, Secretaría de Gobernación). They must, however, obtain an FM-3 before they can begin remunerative work.

Regardless of the NAFTA category involved, the procedures for applying for an FM-3 are basically the same. The visa is normally issued within one month, and is valid for one year, renewable annually for an additional four years. An application for an FM-3 must be accompanied by the following documents:

- a letter in Spanish from the employer addressed to the immigration authority (the letter must contain the applicant's full name and address, request an FM-3 visa and refer to attached documentation; it should explain the purpose of the trip, state that the company will cover the visitor's salary and expenses, and list the companies and cities to be visited);
- your passport (valid for at least six months from the date of application);
- two recent passport-size photographs (no eyeglasses);
- cash or money order for the application fee (US\$96 in early 2001); and
- a copy of your valid tourist or FM-N card, if the application is made in Mexico.