



- **Seek the advice of the investment counsellor regarding the need for, and availability of, interpreters for your meetings. Check into the cost, professional qualifications and availability of interpreters well ahead of your meetings in the event that these services are required.**

#### **7.4 CAN YOU SPEAK FOR YOUR COMPANY?**

- **Can you make decisions and commitments for your company? If not, will a potential investment partner be frustrated, and quickly disinterested, because he or she is dealing with someone without sufficient authority?**
- **Have a clear idea, before you go to any meeting, as to what you are prepared to offer in exchange for the investor's contribution to a deal.**