

Business persons entering Mexico as professionals, intra-company transferees, or traders and investors, may engage in a gainful occupation in Mexico. To do so, they require a type of non-immigrant visa that includes the authorization for work, Forma Migratoria-3 (FM-3). There are different types of FM-3 and, depending on the circumstances, professional advice may be needed.

Business Visitors

Business visitors must complete a Mexican Forma Migratoria de Negocios (FM-N), available at a Mexican port of entry or from airlines and Canadian travel agents. The following information is required:

- details about the visitor and his or her Canadian company;
- a description of the business activities to be carried out; and
- the name and address of the enterprise in Mexico which will be involved.

Examples of permitted activities include 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.

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 Instituto Nacional de Migración (National Migration Institute) office in Mexico. 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