



Trade Missions



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Consultoría

Through the years, Enlace Corporativo has been an excellent option for national and international customers when trying to access new markets, thanks to the expertise of its members and to its strategic alliances with many companies on international trade field.

Worried on developing all your business potential in Mexico, we take advantage of that expertise and offer you a key service for your project:



## Trade Missions



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We know that trade missions are a key element for most companies when they wish to expand their international presence and take their executives out there to offer their products or services.

That's why we offer you to organize, in detail, your group visits to trade fairs, expos and shows.





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## OFFERED SERVICES

The gamma of services we offer for trade missions include:

### **Transportation Logistics**

Air and land (Airport - Hotel -Convention Center - Business Meetings - Hotel - Airport) In land transportation is done with private executive vans.

### **Well Trained Personnel**

In all times you will have the support of well trained personnel who will be in direct and constant contact through high communications technology for better efficiency.

### **Business Agenda**

We book appointments with companies which might be possible buyers, suppliers and or partners. These appointments are always available online 24/7 for efficiency and control of our customers.

### **Samples Import/Export**

Planing ahead your samples for any trade show, fair or expo is vital. We give you a hand by letting you know in advance specific requirements and restrictions mexican laws provide and we help you on that task by importing/exporting them through our customs agents and logistic operators in all Mexican ports.

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### **Training**

Experts on different fields (International trade and business, Finances, Marketing, etc.) give you training for better understanding of the mexican and international market and the real negotiation possibilities. There are two modalities: Online and Live.

### **Commercial Dossiers**

We create commercial dossiers to help the entrepreneur to identify the market in detail and to take the best decisions possible.

### **Subscription and Access to Show, Fairs and Expos**

We help you on this administrative process

### **Accommodations**

Near the convention center and according to the group's needs

### **High Technology**

With our high tech tools, all persons related to the trade mission will have online access 24/7 to the agenda and calendars, budget manager, address book, file uploading and downloading, virtual meetings and follow up questionnaires so they can consolidate successful businesses and good and long lasting commercial relationships at the end of the trade mission.

This is done safely, fast and anywhere worldwide where you have and internet access point.

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### **Business Guided Tours**

With the idea in mind that the entrepreneurs can check directly and on their own the way their competence is showing, selling and distributing their products in Mexico, we give them guided tours through different sale points and distributions channels according to their specialty.

### **Touristic Guided Tours**

In the case any or all of the entrepreneurs might have the chance and would like it, we can offer them touristic tours with some of the specialized travel agencies in Mexico we have alliance with and who will offer you the best options according to your time disposition, personal preferences and interests and budget.

### **Virtual Office**

In most cases the entrepreneurs will have the continuous support from one of our executives inside the hotel facilities 24/7

### **Special Services**

Depending of each companies' needs we can offer specialized services such as design creation and development and production of any kind of graphic and/or multimedia material; even specialized dubbing on any language required.

### **Interpreters – Translators**

24/7 and per specific event on demand.

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## COMPETITIVE ADVANTAGES

We integrate a complete solutions gamma according to each trade mission needs respecting the customer's individuality and field.

We complement our trade missions with specific seminars, chats, live presentations and training courses, giving foreign companies a complete and updated business panorama in Mexico.

We give access to our online high tech tools for all customers on the mission with different access levels.

We work on 3 levels in order to make your trip a real business experience (Before, during and after the trip)

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## CONTACT

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