



April 16th-18th

TRADE MISSION IN FLORIDA 2012

For the third consecutive year, the Chamber of Commerce Quebec-Florida is organizing its trade mission in Florida to help Quebec businesses that want to develop the Floridian market or want to strengthen their relations in that State.

- ✓ **Open to businesses from all sectors**
- ✓ **3 targeted counties**
Palm Beach, Broward and Miami-Dade
- ✓ **Gateway to South and Central America**
- ✓ **5 training sessions regarding the mission**
 - Getting to know the Floridian markets
 - Planning and financing your expansion
 - Developing the adequate marketing strategy
 - Getting ready for your business meetings
 - Completing the trade mission follow-up
- ✓ **10 businesses maximum. Limited places!**



**For further information,
contact us at :**

514-400-9445
info@ccquebecflorida.com

REGISTRATION FEES*

* Fees after reimbursement
of the MDEIE for eligible
enterprises

Member: \$570 +tax
Non-member: \$820 +tax

The trade mission includes:

- 4 preliminary training sessions and 1 follow-up session
- Participant booklet
- Private business meetings with Floridian businesses (at least 4)
- Meeting with Rick Scott, Governor of the State of Florida
- Consultation and support service
- Networking activities
- Selected meals
- Receipt for tax deduction

Transport and housing fees to be taken care of by the participant.



TRAINING SESSIONS

March 15th, 2012

Getting to know the Floridian markets

With its 8 regions, 10 metropolitan agglomerations and high cultural diversity, the State of Florida has a lot to offer. This 90 minute seminar will help you to recognize Florida's different faces in order for you to select the good market for your next project.

March 22nd, 2012

Planning the taxes and financing your expansion

This concise seminar will teach you about the many financial steps of an expansion process in Florida. Many themes will be covered, such as the differences in Canadian and American tax systems, and the ways to finance this new adventure.

March 29th, 2012

Planning the exportations

Doing business in a new environment brings a lot of new challenges. Many logistical aspects have to be figured out: customs, labor laws, special regulations, transport, etc. This seminar will help you see clearly through these issues.

April 5th, 2012

Getting ready for your meetings

To benefit the most from a trade mission, you need more than meetings: you need to meet the right people, discuss the most important aspects of your business, and most of all, do a follow-up of the successful meetings. This seminar will provide you with tools to get ready for a beneficial and successful trade mission.

April 24th, 2012

Completing the trade mission follow-up

The few weeks following the trade mission are crucial to the completion of agreements, partnerships or sales. This training session will teach you the best approaches for your follow-ups.





PRELIMINARY PROGRAM

Sunday, April 15th, 2012

5:00 pm - 8:00 pm Private reception hosted by Palm Beach mayor

Monday, April 16th, 2012 - Palm Beach

8:00 am - 10:00 am Breakfast- Welcoming of participants

11:00 am- 1:00 pm Participation in the Palm Beach Strategic Forum

* Private meeting with some of the guest speakers

* Meeting with Rick Scott, Governor of Florida

1:00 pm - 4:30 pm Business meetings

5:00 pm - 8:00 pm Dinner

Tuesday, April 17th, 2012 - Broward

7:00 am - 11:00 am Breakfast- Seminar "Broward County's Key Economic Sectors" organized by the Greater Fort Lauderdale Alliance

* Meeting with representatives from the port and cruise line companies

11:00 am - 12:30 pm Business meetings

2:00 pm - 5:30 pm Business meetings

6:00 pm - 9:00 pm CCQF's annual Reception

Wednesday, April 18th, 2012 - Miami

8:00 am - 10:30 am Breakfast- Seminar on doing business with Latin America

10:30 am - 11:30 am Business meetings

1:00 pm - 5:00 pm Business meetings

6:00 pm - 9:00 pm Final reception

