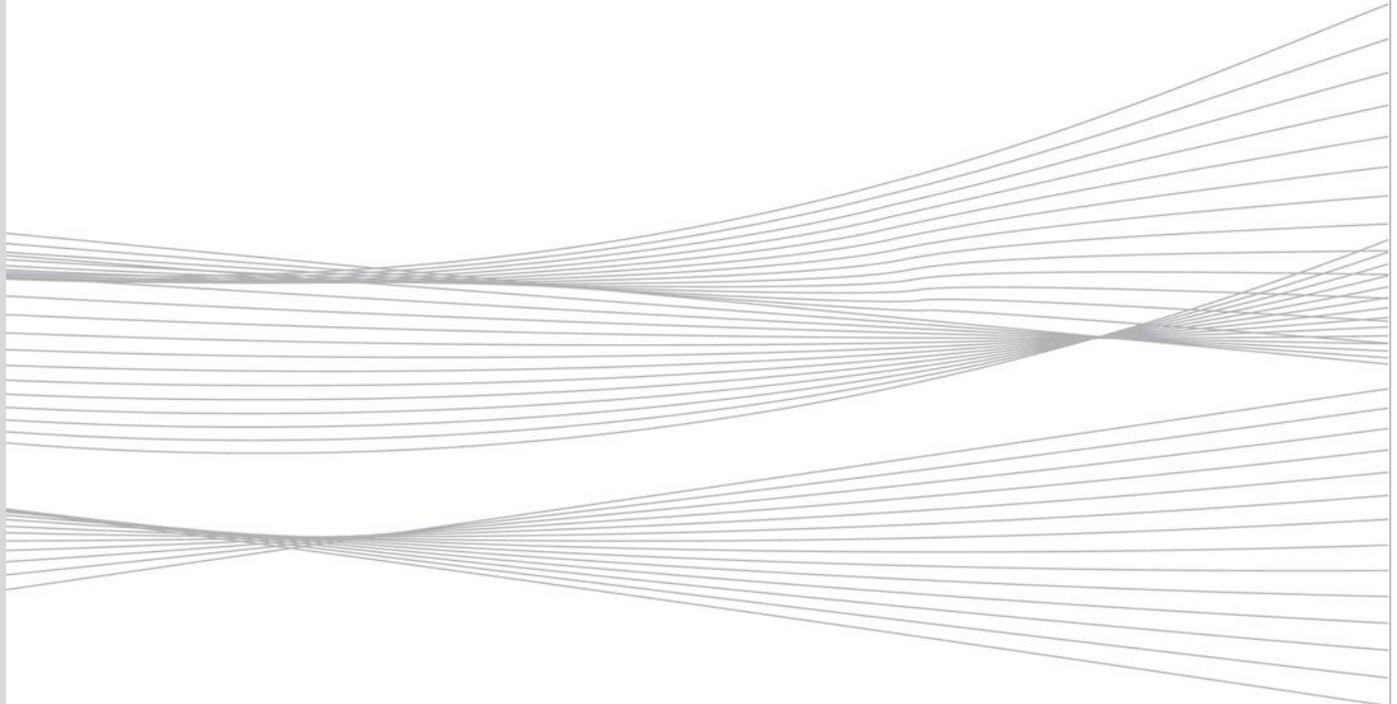




Trade Mission Mexico

FAQ



Virginia loves Exports 

2017 VEDP Trade Mission to Mexico

The objective for VEDP'S Trade Mission to Mexico is to arrange and conduct quality meetings between you and qualified potential sales partners or customers in these markets. Our ultimate goal is that these meetings will help you to generate new sales for your company to customers in Mexico. In addition, we want to be sure you have sufficient information on doing business in these markets and that you have a clear understanding of the Mexican market.

QUESTIONS

Q. What are the dates?

A. The dates of the Mexico trade mission are **March 27-31, 2017**. The deadline to register is **January 27, 2017**.

Q. Which city or cities are on the itinerary?

A. Most participants' meetings will likely be in and around Mexico City and Monterrey, Mexico, though other cities in the region may be more appropriate depending on your particular needs. As they contact prospective companies, our consultants will ensure that your meetings are scheduled with the best contacts, regardless of their location. We will keep you apprised as your itinerary develops and suggest travel and logistic options within each market.

Q. What is the itinerary for the trip?

A. The basic itinerary is planned as shown below. Your specific itinerary within each market will depend on the location of your best potential partners identified by the in-market teams after you register / before you visit.

DATE	ACTIVITY
Friday, January 27	Last Day to Register
Sunday, March 26	Arrive in Mexico City (pm) Welcome, review of itineraries and group dinner
Monday, March 27	Individual program of meetings for each delegate, Mexico City
Tuesday, March 28	Individual program of meetings for each delegate, Mexico City
Wednesday, March 29	(am) Individual program of meetings for each delegate, Mexico City (pm) Flight to Monterrey, Mexico
Thursday, March 30	Individual program of meetings for each delegate, Monterrey
Friday, March 31	Individual program of meetings for each delegate, Monterrey
Saturday, April 1	Depart for U.S.

Q. What is the cost for my company to participate?

A. The trade mission participation fee is **\$2,500**. This fee is per company, not per participant.

The trade mission fee includes identifying and screening potential partners, as well as match-making and organizing meetings with these companies in both Mexico City and Monterrey. Each participant will receive a fully customized report with a project/market overview, detailed company profiles of all prospective partners with scheduled meeting, and a summary of all other contacts made. Additionally, this fee includes 90 days of follow up support from the in-country contractor post mission.

ESTIMATED Costs in addition to Registration Fee: \$3000 per person w/ economy class ticket
(All travel expenses including airfare, hotels, meals, individual ground transport & optional tours to be paid directly by each company)

- International flights (Virginia to Mexico City to Monterrey and return to Virginia) – \$900
- Hotels in both cities (6/7 nights) – \$1200
- Other Expenses
 - Meals – \$40-75 per day
 - Taxis – estimated \$85-250 per day. Longer distances may require a rental car (self-driven or with driver).

Q. What is/are the objective(s) of the trade mission?

A. The objectives of all VEDP trade missions are to:

- Assist Virginia companies to enter the Mexican market
- Assist Virginia companies already operating in Mexico to strengthen their market share
- Facilitate one-on-one meetings with prospective customers, agents (representatives/distributors) and joint venture partners in your specific industry
- Provide networking opportunities and information on doing business in Mexico
- Give participating Virginia companies a clear understanding of the Mexican market for their product or service

Q. How are the trade mission meetings organized?

A. VEDP's in-country partner, Neighbors International Business Development, will be scheduling all of the meetings for the trade mission participants. The consultants will have detailed conversations with each participating company, to ensure a full understanding of your products and services and the profile of companies or government agencies you want to meet with during the trade mission. They will then work to identify, screen and qualify prospective Mexican contacts that meet this profile and schedule appointments with those that qualify and are willing to meet.

Q. How many Virginia companies will participate?

A. The registration process is ongoing. Based on past trade missions, we expect to have 4 – 6 Virginia companies participate in the trade mission.

Q. Where will the meetings take place?

A. In most cases, trade mission participants will be traveling independently to the locations of the Mexican companies for their meetings. The consultants will include detailed instructions for each delegate on how to get from one appointment to the next, as well as expected travel times. When appropriate, meetings may be held at the hotel where the trade mission participants will be staying.

Q. Will the people I meet speak English?

A. Mexican company representatives at the managerial level often speak English, although there could be exceptions for which interpreter services will be provided by the mission organizer (for a fee). It's typically of benefit to have product literature available in Spanish, especially if you target government or non-transnational clients. It's also helpful to have the text of any presentation you show written in Spanish, even if you plan to walk clients through it in English. Our consultants can facilitate translation services in Mexico if you wish to look at having them translated there.

Q. Will I need a passport or visa?**A. Visa Requirements – Mexico**

A visa is not required for Mexico for a stay of up to 90 days. Please keep in mind that while a visa is not required, you must:

- Hold a passport valid for at least six months beyond your date of country exit and with one blank visa page
- Hold proof of onward and return flights
- Hold all documents required for the next destination
- Hold proof of sufficient funds relative to your intended length of stay

If you will plan to show samples, demonstrate products, or offer small branded gifts during your meetings, assess whether to carry them with you or to send them separately to Mexico via courier. If you decide to send them, our consultants will gladly receive and hold them for you, but please ensure they are precisely, fully and accurately documented and that they are shipped well in advance of the mission, foreseeing possible delays in customs. Whether bringing these items with you or sending them, do also make it clear for customs that they are not for sale and entering Mexico temporarily.

Q. Who makes airline and hotel reservations?

A. Plane tickets: You book (and pay for) your own airline ticket. The airport code for the Mexico City Airport is MEX and the airport code for Monterrey is MTY. If you need assistance finding a flight online or identifying a travel agent, the trade mission leader can recommend one.

Hotels: VEDP will choose the hotels and make reservations at a pre-negotiated government rate for each delegate.

However, delegates will be responsible for their own hotel charges throughout the mission. We ask all delegates to stay at the same hotel in order to facilitate logistics as well as to encourage the interaction and networking that is always a collateral benefit of traveling with a group. We are in the process of confirming our hotel and will advise as soon as confirmed.

Q. What about travel between meetings?

A. For travel between meetings, our consultants will recommend the most effective method of transportation and provide information, including taxi services and public transportation options. Your meeting program will highlight details of advance booking options and specific travel instructions.

Q. How can I verify that Mexico is a good market for my company before we register for the trade mission?

A. Contact your local Trade Manager or the trade mission leader, Holly Pearce. We only want you to make the trip if we think there is a good market in Mexico for your company. We can turn around research within a short period of time to verify the market potential for you.

Q. How do I register to participate?

A. You can register online at the following link:
<http://exportvirginia.org/category/events/international-events/>

For more information, contact the Mexico Trade Mission Leader:

Holly Pearce
Office - 804-545-5753
Mobile - 804-305-8956
hpearce@yesvirginia.org