



Brazil

FAQs for VEDP Trade Mission to Brazil

May 14-18, 2018

CONTACT INFORMATION

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FAQ



Q: What are the dates?

A: The dates of the Trade Mission to Brazil are **May 14-18, 2018**.
The registration deadline is **March 14, 2018**.

Q: Which cities will be visited?

A: Rio de Janeiro and Sao Paulo are the cities we will be visiting. Specific industries such as mining, aerospace, etc. may need to fly or drive to other locations.

Q: What is the actual schedule during this period?

A: The current schedule is planned as follows:

DATE	ACTIVITY
NOW	Online Registration
Friday, Wednesday, March 14, 2018	REGISTRATION DEADLINE
Saturday, May 12 or Sunday, May 13, 2018	Arrive in Rio de Janeiro
Sunday, May 13	Optional sightseeing (Group tour will be offered)
Monday, May 14	Morning: Informal Country Briefing: Doing Business in Brazil Afternoon: Individual meetings for each delegate
Tuesday, May 15	Individual meetings for each delegate
Wednesday, May 16	Morning: Check out of hotel in Rio and travel to Sao Paulo Afternoon: Individual meetings for each delegate
Thursday, May 17	Individual meetings for each delegate
Friday, May 18	Individual meetings for each delegate Depart for USA in the evening

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

A: Each company will pay the trade mission fee of \$2500 at the time of registration. This includes a qualified/contacted/confirmed meeting program with prospective partners and/or clients.

This fee is per company, not per participant.

The trade mission fee includes the following:

- Match-making and organizing meetings in Brazil
- Market briefing on Brazil
- Meeting room facilities for individual meetings, if required
- Translator



Estimated Costs in addition to Registration Fee:

Please note each participant is responsible for airfare, lodging, meals, local transportation, and incidentals.

ESTIMATED COSTS (for budgeting purposes...subject to change)

- International flights
 - Dulles to Rio de Janeiro to Dulles – \$1,000-\$1,500 (economy)
 - Richmond to Rio de Janeiro to Richmond - \$ 1,300-\$1,800 (economy)
- Airport code: Rio de Janeiro (GIG)**
- Flight from Rio de Janeiro regional airport (SDU) to Sao Paulo regional airport (CHG) – Approx. \$100 (economy)
- Porto Bay Hotel in Rio de Janeiro (4 nights) - ~\$880 (~4 X \$220 per night; including breakfast and internet access)
- Porto Bay Hotel in Sao Paulo (2 nights) - ~\$440 (~2 X \$220 per night; including breakfast and internet access)
- Out of Pocket (Meals, misc.) - ~\$100 per day
- Ground Transportation (transportation/driver to meeting & tips) – ~\$200/Rio & \$300/Sao Paulo for 8 hours within the metropolitan area. Travel outside the metropolitan area will cost an additional \$200 for 8 hours.
- Hotel/Airport Transfers - \$50-\$120 depending on international or national airports.

Q: What are the objectives of the trade mission?

A: The objectives of the trade mission for Virginia exporters are:

- ✓ Help Virginia companies enter the Brazilian market;
- ✓ Help Virginia companies already operating in Brazil to strengthen their market share;
- ✓ Facilitate meetings with local companies in your specific industry, one-on-one meetings with prospective customers, agents (representative/distributors), joint venture partners and/or suppliers;
- ✓ Provide information on doing business in Brazil;
- ✓ Helping Virginia companies to understand the Brazilian culture when doing business;
- ✓ Provide participating Virginia companies a clear understanding of the Brazilian market.

Q: How are the meetings organized?

A: The VEDP has engaged the service of TVZ International, a highly qualified consulting firm, to provide in-country support to our delegates in Brazil. Claudia Tomaselli, Vania Zulatto and their team were selected through a competitive process and have demonstrated extraordinary expertise, enthusiasm and commitment to the work of introducing Virginia companies to their respective markets and supporting the development of international trade between our countries. While working with TVZ International, you will receive professional, personalized and timely service, honest and straightforward advice and a committed team of experienced professionals working tirelessly to help you succeed!

TVZ International is an international business consulting company, strategically located in the city of São Paulo, Brazil - South America's industrial hub and major commercial and financial center. Former US Department of Commerce Employees, TVZ International's principals offer jointly 40+ years of international

trade experience assisting small and medium-sized foreign companies to enter or expand its activities in Brazil. Since its foundation in 2004, TVZ International's mission has been to prioritize the quality of its services to offering a customized and hands-on approach, working side-by-side with its clients to successfully introduce them into the Brazilian and South American markets.

If you would like to learn more about TVZ International, please check out their website:
<http://www.tvzinternational.com.br/portal/>

Q: How many Virginia companies will participate?

A: Based on past trade missions, we expect to have 6-8 Virginia companies participate in the trade mission.

Q: How are the meetings organized?

A: When possible and conducive to productive business between the Trade Mission delegates and Brazilian companies, **you will travel independently to the location of the Brazilian Company.** Since most appointments will be held at the Brazilian companies' location, travel and other logistics will determine how many meetings you will have each day. Our goal is to confirm meetings that meet your expectations and will eventually lead to Brazilian sales.

Q: Will the people I meet speak English?

A: The official language in Brazil is Portuguese. A translator will be provided for all meetings.

Q: How do I register to participate?

A: Official online registration is available via this link: <https://www.eventbrite.com/e/trade-mission-to-brazil-2018-registration-33317741261> For registration questions: please contact Holly Pearce, Brazil Trade Mission Leader at hpearce@yesivirginia.org or (804) 545-5753.

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

A: Contact your local International Trade Manager or Holly Pearce, Brazil Trade Mission Leader (804) 545-5753 for help. We only want your company to make the trip if there is a good market in Brazil for your product or service. We can perform exploratory market research to verify market potential. The more time you give us, the better the job we can do for you!

Q: Will I need a passport or visa?

A: US Citizens: Brazil requires U.S. citizens to carry a **valid U.S. passport, with at least 6 months validity remaining, and a visa** when traveling to Brazil for any purpose. **You must obtain your Brazilian visa in advance** from the Brazilian Embassy or consulate nearest to your place of residence in the United States. There are no "airport visas" and immigration authorities will refuse entry into Brazil to anyone not possessing a valid visa.

Brazil Embassy in Washington D.C. – Processes visa applications for *Virginia*

1030 15th Street NW, Suite 280W,
Washington, DC 20005

Phone: (202) 461-3000 - Fax: (202) 461-3001

Website: <http://cgwashington.itamaraty.gov.br/en-us/> (find information on visa on left hand side of page.
Business travelers will need a Business Visa.)

ALL VISA APPLICATIONS MUST BE SUBMITTED IN PERSON.

Note: For each visa application, an **original business letter** from the employer or sponsoring company in the U.S. **MUST** be included. A sample format may be found on Passport Visas Express's website: http://www.passportvisasexpress.com/documents/sample_business_letter.html

Visa Service: We recommend considering using Passport Visas Express to help process your visa more quickly: www.passportvisasexpress.com

The Embassy takes approximately 15 business days to get the visa processed if the application is mailed to them. This process has to be done in advance in order to guarantee all participants are able to obtain the proper visa to enter Brazil. As mentioned above, TVZ will assist with an invitation letter.

Q: Who makes hotel and airline reservations?

A: **VEDP will choose the hotels and make reservations at a pre-negotiated rate for each delegate. 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 wonderful collateral benefit of traveling with a Trade Mission.**

A: Each participant must make his own flight arrangements. We recommend that you arrive in Brazil no later than Sunday, May 13, 2018. We recommend that participants going to both Rio de Janeiro and Sao Paulo travel on the same transfer flights in order to facilitate transportation to and from airports and hotels. We will let you know (at a later date) the airline and recommended flight number for the trip to Sao Paulo. If you do not have a travel agent, we can make recommendations.

The relevant airport codes you will need are:

- Rio de Janeiro (GIG) –International Airport
- Sao Paulo (GRU) – International Airport
- Rio de Janeiro (SDU) – Regional Airport for In-country Flight
- Sao Paulo (CHG) – Regional Airport for In-country Flight

FOR MORE INFORMATION CONTACT

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