

U.S. Commercial Service Doing Business in Canada Webinar Series

written by Lauri Moon | April 11, 2017

Canada is the largest single export market for the United States and is a highly receptive market for U.S. goods and services. The North American Free Trade Agreement (NAFTA) and Canada's geographic proximity have afforded U.S. firms with a significant advantage in selling to the Canadian market. Are you maximizing your opportunity? Whether you currently export to Canada or are new to exporting, the importance of developing a strategic approach to this market is critical to your success. This four part series has been designed to help businesses strengthen the skills necessary to effectively do business in Canada.

April 18th - **Legal Aspects of Doing Business in Canada**

- U.S. companies operating in Canada need to consider a number of legal aspects including Import laws, advertising and marketing practices, labelling of goods, e-commerce legislation and others.
- Understand your obligations so that you don't end up with costly legal bills.

April 25th - **The Non-Resident Importer Program**

- For U.S. firms that are or would like to export to Canada.
- Learn how to simplify your pricing and ease the trade process for your Canadian customer.
- Identify how you can improve your shipment control.
- Find out how the NRI program can help you increase your competitive advantage.

May 2nd - **Temporarily Moving Goods & Tools to Canada**

- For U.S. firms that transport "tools of the trade" temporarily to/from Canada to perform service work, display goods, convention goods, commercial samples or test equipment.
- Learn the steps and documentation required to transport or ship goods

temporarily to/from Canada, as well as tax implications.

May 9th - **Handling Duties and Taxes**

- For U.S. firms exporting goods and services to Canada.
- Learn how to identify duties, taxes and other 'hidden' costs of doing business across the border.

May 23rd - **Sending Temporary Workers to Canada**

- For U.S. firms that perform service work in Canada (architects, engineers, technicians, etc.).
- Learn about Canada's Temporary Foreign Worker Program.
- Identify whether your firm requires a work permit, the implications of NAFTA, documentation required at the border and applicable taxes.

You must register for each of these webinars separately. See each event listed on Registration page by date.

Register