



# Looking for the right way to do business in Latin America and the Caribbean?

AmCham Premium Matchmaking Service offers matchmaking services by the private sector, for the private sector.

Where are the largest and fastest growing markets for U.S. exports? In the past decade, total U.S. trade with neighbors in Latin America and the Caribbean grew by a blistering 250%—or twice as much as Latin American trade with Asia or Europe. At the helm of these commercial relationships and the most influential voice of U.S. business in the region are the American Chambers of Commerce (AmChams) in Latin America and the Caribbean. Today, joined together in the Association of American Chambers of Commerce in Latin America, these 23 AmChams represent more than 20,000 companies and over 80% of U.S. investment in the region. Acting in partnership with the U.S. Chamber of Commerce—the world’s largest business federation—AACCLA has become the premier advocate for U.S. business in the Americas.

## ◆ GOAL AND MISSION

The matchmaking services offered by the AmChams throughout the region consist of providing up-to-date high quality information about the country’s business and investment climate and planning, organizing, and coordinating business meeting schedules for U.S. companies looking to establish or expand their business in the region. The services are aimed at reducing the amount of time and money businesses invest in locating and screening prospective trade partners in the region. This enables companies to test a foreign market and prescreen international buyers before even getting on a plane.

## ◆ INTRODUCTION OF SERVICES

The AmChams aim for quality of meetings and not quantity. The AmCham contacts potential clients, suppliers, representatives, and distributors in the host country, contrasting each profile with the requirements of the U.S. client. In order to achieve a high level of customer satisfaction, the client’s line of business, product description and other relevant company information are also carefully analyzed in order to determine whether there will be opportunities in the local market. The client will only be scheduled to meet with local companies that match the profile they are looking for.

## ◆ SERVICES OFFERED

**Export Promotion:** Counseling in developing effective business strategies encompassing market identification and business matching in Latin America and the Caribbean.

- ◆ Specialized market research
- ◆ Customized local market and industry briefings (tax and legal framework)
- ◆ One-on-one appointments with prospective trade partners

**Investment Facilitation:** Tailor-made information and practical advice on investment opportunities and how to proceed when setting-up a business in Latin America and the Caribbean.

- ◆ Customized briefings on country/state/sector business and political climate
- ◆ Complimentary copy of country’s Business Guide and/or Membership Directory

**Trade Compliance:** Basic information on export practices and assistance to overcome technical & tariff barriers and facilitate understanding of the regional trade agreements in Latin America.

- ◆ Customized report on import regulations and tariff information in Latin America

## Logistical Support

- ◆ Assistance with interpretation, transportation, and logistical support
- ◆ Post-meeting debriefing and assistance on appropriate follow-up strategies

Many AmChams offer additional services, please contact them directly for more information.

## ◆ TESTIMONIALS

“AmChams offer a cost-effective and reliable option for matchmaking services in the region.”

**Manny Mencia, Enterprise Florida**

“The results and the comments from the trade mission participants were very positive. The participants particularly expressed their satisfaction with the briefing on ‘Business Opportunities in Costa Rica and the quality of the one-on-one business meetings.’”

**Maria Marta Fernández, Houston International Initiatives**

# How to Contact the AmChams

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