



## **Phase 1 - COMMERCIAL RESEARCH**

Items included

- introducing your company to potential clients and distributors in Brazil
- what you receive: a detailed feedback paper including name of companies in Brazil, their responses to your catalogue and meeting results

## **Phase 2 – FOLLOW UP 1**

Items included

- a video call from our team and your company to present the paper and
- through mutual agreement, and based on technical results and our understanding of the Brazilian market, define a strategy for the Brazilian market

## **Phase 3 – FOLLOW UP 2**

Items included

- organize and arrange at least two zoom meetings with Brazilian potential clients, based on the results of phase 1 and 2.

## **Phase 4 – AGENT AGREEMENT**

- Our company does not compromise in being your agent without going, firstly, through all the steps from 1 to 3, and making sure there is a potential in the market.
- if phases 1 to 3 are successful, we can further discuss and sign an agent agreement, based on commissioning on sales.



This is a standard proposal to develop the Brazilian market and, based on our experience, is the most successful way of building market intelligence and converting your intelligence into sales.

Sincerely,

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