BUSINESS IN BRAZIL
COMMUNICATE · TRADE · CULTURE

Nabas Legal
INTERNATIONAL LAWYERS

Success in Brazil

"A series of workshops designed to inform business about establishing trade with Brazil and how to reduce risk by understanding the culture and market potential."

The Success in Brazil workshops consist of five modules and are tailored around key opportunities arising from Brazil's rapidly developing Oil & Gas industry. In the present turbulent economic times in Europe, this is an ideal opportunity to prepare your company's case for entry into the emerging giant, which is Brazil.

The workshops will be delivered by a team with hands-on experience of the Brazilian market, as well as advising companies how to enter this market. It will be led by UK and Brazilian certified law firm, Nabas Legal and cultural training specialists Business in Brazil. The independent chartered accountants Campbell Dallas LLP will be delivering the tax and compliance module and will also be hosting all of the modules at their offices in Aberdeen.

The modules have been designed, with the assistance of Aberdeen City Council's International Trade and Investment team, to address considerations, which currently affect UK companies when entering the Brazilian oil and Gas sector such as:

- Creating a workable long-term investment plan
- Understanding how to interact and negotiate within the Brazil culture
- Ensuring you have the best market entry route
- Build an understanding of the Petrobras purchasing process
- Maximising your company's Sales Strategy
- Budgeting and financing your investment

The modules will be held in the Campbell Dallas offices at 10 Carden Place, Aberdeen weekly on Wednesday's from 8.30 am to 12.15 pm on the following dates:

- 1st Module February 15th
- 2nd Module February 22nd
- 3rd Module February 29th
- 4th Module March 7th
- 5th Module March 13th

Places available have been limited to a maximum of ten delegates to ensure that every attendee receives individual attention and so that specific concerns raised by delegates can be addressed. Demand is expected to be high, so early booking is recommended.

The cost is £1,250 plus VAT per person.

Contact William Barron on wjb@businessinbrazil.co.uk, tel - 01332 384 087 and mobile 07976 302052 for further information, to confirm your place and claim your delegate pack.

Campbell Dallas
Chartered Accountants