



If you are interested in representing a U.S. product/service, briefly describe below the product/service(s) you seek to promote in your country. Include its applications and unique features that differentiate this product/service from the competition. Describe its competitive advantages and unique selling proposition.

Who are your major competitors in your country and worldwide?

List the most important end-users or end-user industries for this U.S. product/service.

How is this product/service typically distributed and marketed in your country?

What type of licensing or registration does this product/service require in your country?

#### D. ADDITIONAL INFORMATION ON BUSINESS OBJECTIVES AND CONTACTS

What type of U.S. business contacts do you seek?

- |  |  |
|--|--|
| <input type="checkbox"/> Manufacturer                              | <input type="checkbox"/> Joint Venture Partner   |
| <input type="checkbox"/> Service Provider (if so, please specify): | <input type="checkbox"/> Other (please specify): |
| <input type="checkbox"/> Franchise                                 |  |

Is your firm seeking to represent on an exclusive basis in your country? ? Yes ? No

Please describe any preferences, requirements, or pre-qualifications ideal prospects must have, such as language ability, size, number of years in business, etc.

Please describe below any special features of your company's operations, interests, or objectives in the target market that can help us identify potential U.S. business partners.

Are there any specific companies, or types of companies, you would like us to contact? If so, please name them.

Are there any specific companies, or types of companies, you would NOT like us to contact? If so, please name them.

Is your company currently working with other U.S. firms/organizations? ? Yes ? No

If yes, is your U.S. partner aware you are seeking additional contacts? ? Yes ? No

#### E. GOLD KEY MATCHING SERVICE INFORMATION

Desired Gold Key Dates:

Alternative Dates:

Desired Locations:

What type of logistical support will you require? (Select all that apply)

? Hotel ? Ground transportation ? Interpreter ? Other (specify): \_\_\_\_\_

To complete your application for a Gold Key Matching Service, *please submit the following materials at least 6 weeks before the desired Gold Key dates:*

- ? Completed Gold Key Matching Service Questionnaire?
  - ? Company Introduction Letter on your company letterhead
  - ? Payment
  - ? A minimum of 15 sets of your company brochure
  - ? Signed Participation Agreement
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