

SEMINAR AND WORKSHOP

CANADA - EUROPEAN UNION COMPREHENSIVE ECONOMIC AND TRADE AGREEMENT (CETA)

Presented by the Cross-Border Institute, University of Windsor, Canada

NIMBUS CONFERENCE CENTRE

Al. Jerozolimskie 98, Warsaw

Monday, June 3rd, 2019, 10:00-16:30 PM

1. SEMINAR AND WORKSHOP CHARACTERISTICS

Objectives

CETA provides new opportunities for firms in Poland, including small and medium sized businesses, to trade into the Canadian market. Innovative provisions in CETA, especially those that support labour mobility, make it easier to trade in services such as

- Professional and management consulting services,
- Information and communication technology services,
- Architectural, engineering, scientific, legal and accounting services.

The Cross Border Institute is pleased to host a seminar and workshop on how firms in Poland can take full advantage of the market opportunities in Canada that CETA unlocks.

Who should attend

This seminar is designed for:

- Entrepreneurs, managers, business development directors and executives who would like to explore business options in North America and in particular Canada.
- Procurement, Customs, Human Resources, Immigration/Global Mobility, Accounting and Finance professionals
- Sales and Business Development personnel

N.B. Corporate on-site training and consulting is also available upon request.

Leading Experts

- Dr. Bill Anderson, Director Cross Border Institute
- Laurie Tannous, Special Advisor Cross Border Institute
- Bernhard Otterstein, President PCCC

Certificates

Participants will receive Training Attendance Certificates.

Language

Seminar in English without translation

2. PROGRAM

SEMINAR: Market Opportunities in Canada under CETA (10:00 - 13:00)

Speakers:

- Dr. Bill Anderson, Director Cross Border Institute
- Laurie Tannous, Special Advisor Cross Border Institute
- Bernhard Otterstein, President PCCC

Program:

Current snapshot of Canada-Poland trade and potential for expansion

Overview of the CETA

Provisions for trade in goods

- Rules of origin, valuation and classification
- Tariff elimination and exceptions

Trade in Services Industry

- Discussion of the importance of the Polish Services Market
- Market Entry Strategies

Labour Mobility

- Key Personnel
- Professionals
- Short-term Business Visitors
- Extending Work Permits
- Risk Management under CETA (Legal and Fiscal Aspects)

Canada – Poland Bilateral Relations

Coffee breaks

11:00 - 11:10

12:00 - 12:10

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| <ul style="list-style-type: none"> • Canada – basic facts • A Growing Trade Bilateral Relations • Canadian Investment in Poland <p>What Makes Canada One Of The Best Places In The G7 To Do Business?</p> <ul style="list-style-type: none"> • Excellent Economic Fundamentals • A Highly Competitive Business Environment • A Dynamic Workforce • A Promising Venue For Innovation & Investment • Easy Access To Markets • An Excellent Place to Live <p>CETA as a landmark agreement</p> <ul style="list-style-type: none"> • Government Procurement: CETA provides access to public contracts at all levels • Intellectual Property: CETA protects innovation <p><u>WORKSHOP: Unlocking the Labour Mobility Opportunities in CETA (13:30 - 16:30)</u></p> <p>Workshop Leader: Laurie Tannous, Special Advisor Cross Border Institute</p> <p>CETA stands out from other preferential trade agreements by providing unparalleled flexibility in terms of the intra-corporate transfer of employees. This makes it easier for Polish and Canadian firms to establish a presence in the other country and staff it with experienced employees. This is a beneficial for producers and traders of goods, but it is transformational for trade in services.</p> <p>The workshop is led by Laurie Tannous, one of Canada’s leading experts in border management, customs administration and immigration law. Ms. Tannous will lead participants through the process of making intra-corporate transfers under CETA, reviewing forms, necessary documentation, applicable rules and other practical considerations. Workshop participants will learn how labour mobility under CETA makes Canada the preferred opportunity for Polish companies seeking to export or import high-level services.</p> | <p>Lunch break 13:00 - 13:30</p> <p>Coffee breaks 14:30 - 14:40 15:30 - 15:40</p> |
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REGISTRATION FORM

Registration form should be sent by mail: mbialobrzeska@itspolska.pl by May, 31st 2019

Registration Fee: 200 PLN + 23% VAT per person (not refundable)

(coffee breaks and lunch included)

A condition of participation in seminar - a payment made until 2.06.2019 to the account of the Organizer:

ITS POLSKA Association, 03-219 Warszawa, Elektronowa Str. 2

Bank account: PL76 1090 1043 0000 0001 0777 1527.

Number of participants attending: _____ persons

(in case of more than 3 participants please fill in an additional registration form)

| lp | Name and Surname | Position | e-mail |
|----|------------------|----------|--------|
| 1. | | | |
| 2. | | | |
| 3. | | | |

Contact person:

Name of Company:

tel. ()

e-mail:

Address:

ORDER

| Type of Service | Cost of Participation Net (a) | Number of Participants (b) | Order Total Net (a) x (b) | 23% VAT | Total (including VAT) |
|-------------------|----------------------------------|-------------------------------|------------------------------|------------|-----------------------------|
| Participation fee | | | | | |

We authorize Organizer to issue VAT invoice without the recipient's signature and send it through the electronics:

Name and address of Company (for invoicing)

Name of Company:

Code:

City:

Street:

TAX ID NR:

place, date

company stamp

manager

Contact: **ITS POLSKA Association**

Milena Białobrzeska, kom: 608 500 295, e-mail: mbialobrzeska@itspolska.pl