

**BTM  
2023**  
BUYERS TRADE MISSION

# THE NATURAL EVOLUTION OF BUSINESS

*essential*  
**COSTA  
RICA**

BTM 2023 will bring together over 350 international buyers representing diverse objectives, such as business buyers, distributors, or importers interested in Costa Rica's export offer or individuals from companies with specific purchasing needs related to one of the participating sectors.

## THE BENEFITS OF PARTICIPATING



**Business meetings 1:1  
face-to-face or virtual**



**Networking activities**



**Visits to export  
companies**



**Lodging, transfers,  
and food**



**Participants are  
personally  
accompanied**



**Commercial and  
logistical support**

## PREPARING FOR THE ROUNDTABLE

**1**

Identify the products or services of interest

**2**

Request that the Trade Promotion Office schedules meetings with related companies.

**3**

Be clear about the product or service needed: talent characteristics, volume, price range, payment method, and dates of interest.

**4**

Know what the competition offers for these products or services on the market.

## FOLLOW-UP MEETINGS

It is recommended to keep track of any appointments or agreements defined during the meetings and email companies of interest periodically to schedule follow-up calls or video conferences.

**Costa Rica stands out for its export offer's quality, diversification, added value, and positioning, as well as its remarkable human talent and creativity.**

For more information:  
[www.btmcr.com](http://www.btmcr.com)