

Brussels Invest & Export works with its economic and commercial attachés abroad to organise joint missions, while designing a tailor-made programme for each exporter.

Taking part in a trade mission means positioning oneself as a businessman or – woman. It is also a way of taking advantage of doors having been opened to the appropriate interlocutors.

Ten reasons for not prospecting alone!

1. **Economies of scale:** you take advantage of shared logistics and reduced costs (transport, hotel, meeting rooms).
2. **Advance briefing:** provides you with tips for adapting to the country's business culture.
3. **Accompaniment:** our economic attachés and project managers will assist you on a permanent basis.
4. **Facilitating contacts:** the mission gives you access to local authorities, decision-makers and potential partners.
5. **B2B meetings:** set up by our economic and commercial attachés, these meetings will offer unique opportunities to introduce your products to targeted prospects.
6. **Seminars with the business world:** to help you discover the best opportunities for exporting.
7. **Visits to local companies:** they will put you in touch directly with the people in the field.
8. **Official dinners and networking receptions:** they develop your network of business relationships.
9. **Group dynamics:** a trade mission is also a group atmosphere that can stimulate exporters. An exchange of tips among Belgian companies often helps to skip a few steps. Sometimes partnerships can even develop among complementary businesses.
10. **Follow-up guaranteed:** back in Brussels, you can continue to count on the support of our [area managers](#) and our [economic and commercial attachés](#) posted in the target country. They will help you after the mission is over, offering their services free of charge!

To find out about our trade missions, please consult our [2016 Action Plan](#) (FR)