Joining the FOCAL Corporate Circle

In partnership with the Inter-American Dialogue

Business and Policy Leaders Shaping the Hemispheric Agenda

www.focal.ca
www.thedialogue.org
The Canadian Foundation for the Americas (FOCAL) Corporate Circle is the premier information network for Canadian businesses engaged in the Americas.

In partnership with the U.S.-based Inter-American Dialogue, the FOCAL Corporate Circle provides Canadian business leaders with:

- In-depth analysis on hemispheric affairs
- Direct access to information from key decision-makers through teleconferencing and web-based briefings and events
- Customized briefings from FOCAL analysts
- Subscriptions to the Inter-American Dialogue’s daily publication, Latin America Advisor, as well as industry-targeted newsletters (e.g., telecommunications, finance, and energy)
- Access to events, institutions and forums in:
  - Canada
  - The United States
  - Latin America
  - The Caribbean

**DISCUSS ISSUES** directly with senior Canadian and Latin American decision-makers

**NETWORK** with other business leaders who have a stake in Canada-Latin America policies

**Enjoy DIRECT ACCESS** to FOCAL’s analysts and advisors

Membership in the FOCAL Corporate Circle is a tangible method of incorporating sociopolitical intelligence and context into a company’s strategic decision making. It is also a means of forging new contacts with a diverse array of decision-makers and stakeholders from different sectors within the United States, the Caribbean and Latin America.
Why top companies join the Corporate Circle:

As private sector involvement changes Canada-Latin American relations, business and policy leaders must work together to shape the hemispheric agenda. To foster this cooperative effort, we encourage leaders in the private sector to become members of FOCAL’s Corporate Circle. Corporate Circle members will have the opportunity to engage important political and economic figures in the hemisphere through teleconferencing, meetings and roundtables. They will be encouraged to contribute to FOCAL’s monthly publication, *FOCALPoint*, which is read widely throughout the region. In addition, members will have access to information from key hemispheric institutions such as the World Bank, the Organization of American States, and the Inter-American Development Bank. Members also have opportunities for private briefings by FOCAL’s staff and network of analysts, as well as priority access to FOCAL’s latest published research and commentary on the region.

Our partner, the Inter-American Dialogue, is the leading U.S. centre for policy analysis and dialogue on Latin America.

Recent contributors to *FOCALPoint* include:
- Rick Waugh, CEO and President of Scotiabank
- Joe Clark, former prime minister of Canada
- David Wilkins, U.S. Ambassador to Canada
- Peter Hakim, President, Inter-American Dialogue
- Robert A. Pastor, Director of the Center for North American Studies at American University.

The challenge is to find a way for companies to incorporate an awareness of socio-political issues more systematically into their core strategic decision-making processes.

We invite you to bring your company into FOCAL’s corporate circle. Please select a membership option below.

- **Corporate Membership**  $6,500
  - Company-wide access to all benefits including Latin America Advisor and other publications
  - First offer of invitations to FOCAL and Dialogue events and teleconferences
  - Advance access to research
  - Ongoing networking opportunities
  - Ability to order a custom analysis or briefing and
  - Direct access to FOCAL analysts

- **Executive Membership**  $3,200
  - Benefits of corporate membership, minus custom analysis or briefing, assigned to a single member of your company.
  - Subscription rights limited to choice of one Latin America Advisor newsletter

*Please select the newsletter you wish to receive.*
- LATIN AMERICA ADVISOR (daily)
- LATIN AMERICA TELECOM ADVISOR (weekly)
- LATIN AMERICA ENERGY ADVISOR (weekly)
- FINANCIAL SERVICES ADVISOR (biweekly)

- **Basic Membership**  $1,950
  - Subscription of your choice to any one of the Latin America Advisor newsletters
  - Invitations to events and teleconferences after corporate and executive members.

*Please select the newsletter you wish to receive.*
- LATIN AMERICA ADVISOR (daily)
- LATIN AMERICA TELECOM ADVISOR (weekly)
- LATIN AMERICA ENERGY ADVISOR (weekly)
- FINANCIAL SERVICES ADVISOR (biweekly)

**Contact Information**

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