

**WAIPA North American Chapter - Regional Meeting  
December 2nd and 3rd, 2009**

**D R A F T**

**Wednesday – December 2nd, 2009**

- 18:00- 20:00 Registration
- 19:00-21:00 Welcome Cocktail
- 19:30-19:40 Welcoming Remarks by Enrique Perret Erhard, Head of Institutional Relations

**Thursday – December 3rd, 2009**

- 8:00-9:00 Registration
- 9:00-9:15 *Opening Remarks by Bruno Ferrari*  
Pro-Mexico General Director, WAIPA Director for North America
- 9:15-9:30 Inaugural Speech by Alessandro Teixeira, WAIPA President
- 9:30-10:45 Working Session  
“Investor Aftercare: Challenges and Possible Remedies”  
conducted by Barbara Samuels, Executive Director, Global Clearinghouse for  
Development Finance
- 10:45-11:30 Experience Sharing Session (To be confirmed)  
“Aftercare: Follow Up Mechanisms”  
conducted by Choong Yong Ahn, *Ombudsman*, KOTRA
- 11:30-11:45 Coffee Break
- 11:45- 13:30 Workshop by OCO Consulting  
  
Investor Targeting: Making Effective Contacts & Crafting Valuable Propositions
- 13:30-14:00 Transit to San Ángel Inn Restaurant.

- 14:00-16:00 Luncheon at San Ángel Inn Restaurant.  
“WAIPA Project for the Certification of Investment Promotion Officers”  
Joint Address  
by Alessandro Teixeira, WAIPA President,  
by Carlos Bronzatto , Waipa Secretariat
- 16:00-16:45 Conclusion of Investor Targeting Workshop by OCO Consulting
- 16:45-17:00 Closing Session and Final Remarks
- 17:00-17:30 Transit to *Museo Universitario de Arte Contemporáneo (MUAC), UNAM (TBC).*
- 17:30- 19:00 Guided visit to the *MUAC.*
- 19:00-19:30 Transit to the hotel.