



UNITED NATIONS
CONFERENCE ON TRADE
AND DEVELOPMENT
UNCTAD

Geneva, 13 July 2007

Dear WAIPA member,

We are pleased to invite your organization to nominate participants for the UNCTAD-WAIPA Regional Training Workshop on Investor Aftercare for Central America and the Caribbean. The workshop is being organized in cooperation with PROESA, El Salvador's Investment Promotion Agency with the financial support of the Government of Sweden. This two-and-a-half day workshop is scheduled to take place from 21 to 23 August 2007 at the Hotel Real Intercontinental, San Salvador, El Salvador. PROESA is providing simultaneous interpretation in English and Spanish.

The workshop will be hosted by the Government of El Salvador and inaugurated by El Salvador's Vice President, H.E. Ana Vilma Albanez de Escobar. UNCTAD will organize the training programme and representatives of Governments and investment promotion agencies from the region are cordially invited to participate and share best practices. The resource team will consist of Mr. Paul Wessendorp from UNCTAD and Mr. Douglas van den Berghe, UNCTAD consultant. WAIPA will be represented by Mr. Ricardo Martínez, Director for Latin America and the Caribbean.

Subjects to be covered in the workshop include:

- FDI trends: What are global and regional trends in FDI?
- The New World of FDI: Changing Context of Investment Promotion
- Aftercare: A Core Function in Investment Promotion
- Investor Servicing and Targeting Strategies
- The "El Salvador Eficiente" government programme for the reduction of bureaucracy

The workshop will also include panel discussions on the importance of investor aftercare and cooperation between business, government and the academia, as well as case studies, country presentations and group exercises.

The workshop is free of charge for WAIPA members. Please note that participants or their organizations will be responsible for all expenses related to travel, accommodation and meals. Special fares have been arranged for participants at the Hotel Real Intercontinental, where the workshop will be conducted.

Enclosed is a registration form to be completed by each participant and sent to fax number 41-22-9170197 to the attention of Ms. Natalia Guerra, Training Coordinator, Investment Facilitation Section, UNCTAD. For further information you can also contact Ms. Guerra directly at telephone number +41-22-9175651 or e-mail address Natalia.Guerra@unctad.org.

Updates of the programme will be available from the WAIPA website www.waipa.org. Deadline for registration is 10 August 2007.



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