

Introducing the quickest, easiest way to hire foreign expertise.

Dear NAME,

If you're thinking about hiring foreign employees, you've probably gotten a glimpse of our national immigration policies. Untangling the red tape is a job in itself!

You could rely on your Human Resources Department to handle it. But, employing foreign workers requires specialized, up-to-date expertise that is simply not part of the day-to-day experience of most HR people. The result, at best, is delays – maybe long delays – while they figure it out. At worst, the wrong forms get filed, or the wrong classification gets used, and you end up with a technically illegal employee.

Some companies use attorneys to handle immigration paperwork. This is a good alternative – if you can afford the cost! Every immigration case is unique, which adds hours of billable time. And, many law firms outsource immigration work to outside experts anyway, and mark up the bill.

Finally, some companies go straight to those outside experts: immigration consultant firms such as Cross Border Management. This is, in most cases, the smartest, most cost-effective alternative.

Unlike HR people, immigration is all we do. Cross Border Management is staffed by former senior immigration officials – we know the ins and outs of the process. We know the latest rules and regulations, not just how they apply to your employee, but also how they apply to your employee's spouse, children, and household members. Finally, we know the short cuts. (There are *lots* of different short cuts that apply to various specific situations, and we can save you *weeks* or even *months* by using them.)

Unlike individual consultants, Cross Border Management has well-established partnerships all over the world, to assist your company and your new hire all the way through the process and beyond. Our after-care service is both unusual and useful in ensuring a smooth transition for all parties.

Unlike large consultancy firms, Cross Border Management offers an almost lavish level of attention and responsiveness to your needs. An example: we offer 24/7 emergency services, allowing you to put your new hires to work *fast*.

Benefits of using Cross Border Management:

- Your company taps into the expertise and energy of foreign workers
- Your company enjoys lower costs and quicker immigration
- Your HR people remain free for company business
- Your new employees enjoy a smooth transition

You can count on Cross Border Management for:

- Immigration services to Canada, U.S., and Japan
- Obtaining Temporary and Permanent Resident Status
- All intra-company transfers
- Canada/U.S. Border Representation
- Newcomer orientation and after-care services
- 24/7 premium emergency services

I will call you in a couple weeks to see if we can save you time and money on tapping into foreign expertise. If you have immediate immigration needs, please call me today.

Sincerely,
(SIGNATURE)
Elda Paliga
president