



Business Visitors to Canada

Who is a business visitor?

Business visitors may work in Canada without a work permit. They enter Canada for international business activities, without entering the Canadian labour market. Business visitors may represent a foreign business or government, and are remunerated outside Canada. Their principal place of business is outside Canada. The business visitor category includes certain persons entering under the provisions outlined in certain free trade agreements, such as the North American Free Trade Agreement (NAFTA), the Canada-Chile Free Trade Agreement (CCFTA) and the General Agreement on Trade in Services (GATS). Under Chapter 16 of the NAFTA, citizens of Canada, the United States and Mexico can gain quicker, easier temporary entry into the three countries to conduct business-related activities or investments.

Section 187 of Canada's Immigration and Refugee Protection Regulations outlines who qualifies as a business visitor. In order for Canadian Immigration officials to properly assess whether or not individuals fall under the business visitor category, travelers coming to Canada for short-term business visits should carry a letter from their employer confirming their continuing employment with the foreign company and indicating the duration, purpose and temporary nature of their visit to Canada. If an individual is coming to Canada to provide after sales service, the individual should provide a copy of the sales contract showing that after sales service is part of the original sales agreement or if the contract does not indicate such, a letter from the company that sold the equipment indicating that after sales service was included in the initial sales agreement along with the copy of the sales agreement.

If an individual is coming to attend a meeting/conference or to speak at a meeting or conference the individual should have documentation indicating who they work for, who they are coming to see, what the meeting/conference will entail (without going into specific detail), and how long the meeting/conference will last.

By having documents available at the time of entry into Canada, Immigration officials can make a more accurate assessment of the nature of ones trip to Canada which will facilitate the entry of business visitors in a timely manner.

If a company or individual still has questions in regards to their business visit to Canada they may consult the Immigration website at www.cic.gc.ca or call the immigration help desk at 1-888-242-23100.