BUSINESS VISITS & DEAL EXECUTION · DEDICATED CORPORATE SERVICE

From visit to contract: a dedicated team that carries your deal through

Once company matching is done, we support your team's whole trip to the Greater Bay Area: thorough preparation before meetings, professional interpreting and coordination during them, and follow-up afterwards until the contract is signed. Transfers, accommodation, vehicles and meals are arranged alongside.

- During your visit, a team works exclusively for your company
- Preparation before, coordination during, follow-up after: driven all the way to signing
- Transfers, accommodation, vehicles and meals arranged together

All programs can be tailored to your needs — itinerary, group size, companies visited and hospitality standards follow your deal goals.

DEDICATED SERVICE PLAN · SAMPLE — 4 VISITORS · 4 DAYS

Malaysian automation-equipment company · GBA partnership visit

1 project manager | 1 English business interpreter | 1 seven-seat business van

Day 1	**Arrival**	Bao'an Airport pickup → hotel check-in → pre-trip briefing; evening free
Day 2	**Visits**	Visit 2 matched companies → business lunch → same-day debrief
Day 3	**Negotiation**	Factory tour → second round of negotiation, confirming terms one by one
Day 4	**Signing**	Confirm contract text → signing → airport drop-off

Signed

Sample content, not real client data

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CORE VALUE

Focus on the deal itself; we handle everything else

Your goal in the Greater Bay Area is to close a deal. We make sure you are well prepared, communication is smooth and your interests are protected; the itinerary and reception are arranged by us.

Thorough preparation before meetings

Company matching is done by us. Before each meeting we brief you in detail on the other side's background, focus points and earlier communication, and help you set clear negotiation goals and bottom lines.

Accurate communication during meetings

Interpreting goes beyond the literal words. We point out the subtle expressions and implied meanings in the other side's wording, helping you read their attitude accurately.

Protecting your interests throughout

Written minutes are produced the same day for every meeting, contract clauses are checked one by one, and every commitment by the other side is recorded and followed up.

Business etiquette guidance

Seating at banquets, toasting, gift-giving and other etiquette are explained in advance; whether to join related activities is your decision.

During your visit, the team works exclusively for your company: responsive to your needs at any time, while respecting your private time.

SERVICES

Negotiation, signing and reception, coordinated end to end

Communication and negotiation

Before: Help organise agenda, goals and bottom lines; prepare a question list

During: A business interpreter throughout, conveying terms and implied meaning accurately

After: Same-day meeting minutes; follow up on the other side's quotes and replies

Multiple rounds: Factory tours and second-round negotiations arranged as needed

Closing the deal

Contract: Coordinate Chinese and English clauses and check them one by one; we recommend a lawyer for final review

Signing: Confirm the signing text; arrange a signing ceremony if needed

After signing: Follow up on samples, first orders and later visits as needed

Reception

Transfers: Airport, high-speed rail station and border-crossing transfers

Accommodation: 4–5 star hotels booked to your budget and preferences

Vehicles: Luxury 5-seat cars, 7-seat business vans or coasters by group size, with a dedicated driver throughout

Meals: Arranged around dietary habits; halal, vegetarian and other needs prepared in advance

Hosting: If you are hosting partners, we help book the venue, plan the menu and advise on seating and etiquette

Emergency contact: 24-hour contact support during the visit

We can book flights; if you need a visa, we can provide an invitation letter.

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PROCESS

From preparation to signing, five stages in order

The exact schedule depends on the companies you visit; below is a typical visit.

2–3 WEEKS BEFORE DEPARTURE

Pre-trip preparation

Confirm companies and schedule based on matching results and book meetings with their decision-makers; book hotels and vehicles, issue invitation letters; help clarify negotiation goals.

DAY 1

Arrival

Airport pickup and hotel check-in; a pre-trip briefing on the schedule, the other side's background and key negotiation points.

FROM DAY 2

Visits and negotiation

Visit companies as planned with a business interpreter throughout; preparation before and minutes after each meeting; factory tours and second-round negotiations as needed.

LAST 1–2 DAYS

Signing

Check the Chinese and English clauses and confirm the signing text; arrange a signing ceremony if needed.

AFTER YOU RETURN

Return and follow-up

Airport drop-off; follow up on samples, first orders and later visits as needed.

FEES

Custom quotes based on your needs

Group size, number of days and companies visited all differ, so there is no single price. Before the trip we provide a written plan and quote, carried out after your confirmation.

Main basis for the quote

- Number of visitors and days
- Number of companies visited and their cities
- Hotel, meal and vehicle standards
- Interpreting languages and number of interpreters
- Banquets, signing ceremonies and other business events
- Whether ongoing follow-up is needed after signing

Fee assurances

- Written plan and quote before the trip
- Fees itemised and written into the contract
- Any itinerary change is carried out only after your confirmation
- We can book flights

ASSURANCES

Protecting your interests throughout

Confidentiality

A confidentiality agreement is signed before cooperation; your negotiation goals and bottom lines are kept strictly confidential.

Clear position

In negotiations we always represent your interests; if we have any business relationship with the other side, we tell you in writing in advance.

Direct payment

Transparent fees

Payment for goods goes directly from you to the other company, never through our accounts.

Plan fees are itemised; any new cost during the trip must be confirmed by you first.

All programs can be tailored to your needs — itinerary, group size, companies visited and hospitality standards follow your deal goals.

Plan a visit: quanchunyan@plinvest.cn · We reply within 1 working day · UTC+8