

Overcome the top challenges faced by newcomer entrepreneurs.



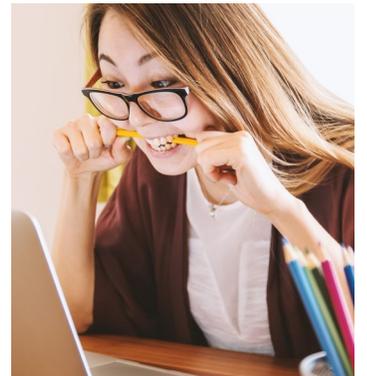
Learning about Canadian culture and building a new network are two of the hardest things newcomers face when trying to run a successful business.

Doing business differs different from country to country. To be successful it's important to understand the cultural diversity, perceptions, stereotypes and values of your new country.

Are you feeling disconnected and finding it difficult to make meaningful connections?

Getting to know the right people and establishing new relationships is challenging.

Without an established network of contacts and understanding of how to build rapport and communicate effectively, it's significantly more difficult to find customers, suppliers, partners and employees.



We can help!

Kathryn Dafos is a strategist, facilitator and connector who works with individuals and organizations to drive sustainable improvement in bottom-line performance and profitability through practical people development.

A Public Relations Specialist and former International Trade and Investment Project Manager, Kathryn has more than 20 years of experience in business and workforce development and has provided business advisory services to more than 200 international entrepreneurs.



You've made a courageous move to a new country. Don't let people problems stop you from meeting your Entrepreneur Immigration Program requirements.

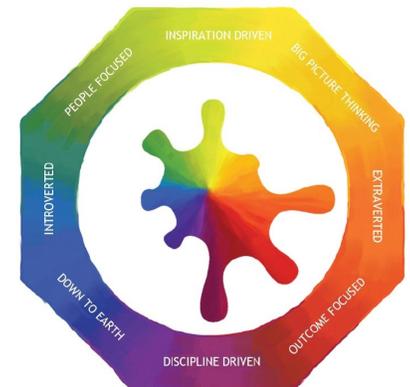
- Uncover the personality strengths that help you and blind spots that can hold your back from building productive and valuable relationships.
- Foster teamwork, trust and integrity with your employees.
- Learn how to communicate effectively and build your professional network.
- Get expert advice on communication and marketing strategies to attract new customers and retain existing ones.
- Understand accepted behaviours that are key to being successful in business.
- Avoid cultural mistakes that can cost you customers, employees and suppliers.
- Learn how to hire and retain employees who support your business improvement goals.
- Discover support systems and organizations that can help your company grow.



Realize return on the investment you made moving to Canada. Get the support you need to help your business succeed.

Your Newcomer Business Mentorship Package includes...

- A Lumina Spark Personality Portrait delivered in both your native language and in English, and 1.5 hour discovery session in spoken English. [Available in more than 20 languages](#),
- Observational visit to your place of business and follow up report with internal and external business relationship building recommendations.
- Individual 1 hour goal setting session, followed by weekly 45 minute coaching sessions for 1 month and biweekly 45 minute sessions for 2 months. You may invite your business manager or colleague to join as desired.
- Email support as needed for 3 months.
- Networking coaching and practice – we'll accompany you to a networking event to help you master the art of introductions and building rapport.
- Assistance with making connections and establishing the relationships you need to achieve your business goals.



Visit LuminaLearning.com to learn more about our solutions.



Endless **POTENTIAL**

STRATEGIC PLANNING

Learn more and book a meeting by visiting KathrynDafos.ca

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