

# Beyond Business

**SEPTEMBER 1-4, 2026**

Costa Rica Convention Center



During an entire week of business, you will experience the best of Costa Rica through a sustainable, diverse, and specialized export offering. You will have the opportunity to hold one-on-one meetings with the country's leading exporters and discover new business opportunities in the agricultural, food, specialized manufacturing industry and services sector.

## COSTA RICA SUMMIT STRATEGY

We provide you with essential tools to strengthen your sourcing of Costa Rican goods and services. Through key topics such as negotiation techniques, sales proposal evaluation, cost analysis, logistics considerations, and more, we will help you to make strategic decisions and optimize your procurement processes.

### 4 STEPS FOR BUSINESS MEETINGS

- 1** Before the meeting, review the supplier's information and their products or services to identify key points of interest.
- 2** Listen carefully to the supplier's sales pitch to determine whether the product or service meets your company's needs.
- 3** Personal presentation and punctuality are essential, from business-casual attire to bringing business cards.
- 4** Clearly communicate your needs to the supplier so they can tailor the offer and negotiate the best possible agreement for both parties.