

## Why Charlotte's China Trip Matters and Follow-Up Is Essential

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This article is a personal account of partner Charles Lansden's trip to China with Charlotte Mayor Anthony Foxx and other city representatives as part of the November 2011 Mayoral Delegation. Mr. Lansden, who serves as vice chair of the Charlotte International Cabinet, writes, "The face-to-face meetings with Chinese government and business leaders were essential to raising Charlotte's global profile (particularly as an emerging energy hub) and distinguishing Charlotte from its competitors for Chinese investment." ("Why Charlotte's China Trip Matters and Follow-Up Is Essential," January 6, 2012).

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