

# Operational Speed & Global Mobility

A Strategic Guide to  
Canadian Work Permit  
Exemptions (R186)

Prepared by Dara Immigration Services



# The Fast Lane to Doing Business in Canada

Navigating Regulation 186 (R186) allows global companies to bypass formal application burdens for specific activities.

## The Opportunity



**Speed:** Immediate deployment for closing deals, emergency repairs, or conferences.

**Cost:** \$0 government fee (requires only a visitor visa/eTA).

## The Constraint



The line between “working” and “visiting” is thin. Misclassification at the border can lead to exclusion orders.

## Our Role



Dara Immigration Services determines eligibility and prepares definitive “Port of Entry” packages to ensure border confidence.

# Defining Regulation 186: The Legal Basis

Under Canadian law, foreign nationals are authorized to engage in work-related activities without a permit if the activity falls under specific R186 categories.

## The Framework

### The Strategic Goal

Facilitate international trade, sports, and arts without clogging the system with paperwork for low-risk, short-term activities.

### The Hard Rules

1. **Status:** You must still hold valid entry status (eTA or TRV).
2. **Competition:** You generally cannot compete with Canadian workers for jobs.

### Proof

You must prove eligibility at the border; you cannot simply claim it.



# Primary Exemption Categories



**Business Visitors:** For meetings, training at parent companies, or after-sales service.



**Short-Term Highly Skilled Workers:** Utilizing the Global Skills Strategy (15 or 30 days).



**Short-Term Researchers:** Up to 120 days at public research institutions.



**Performing Artists:** Specific shows or limited engagements.



**Athletes & Team Members:** Playing for a foreign team in a Canadian competition.



# Deep Dive: Business Visitor Requirements

## Key Requirement: International Scope

You must demonstrate that your main place of business and source of income is *outside* Canada.

## The Financial Rule

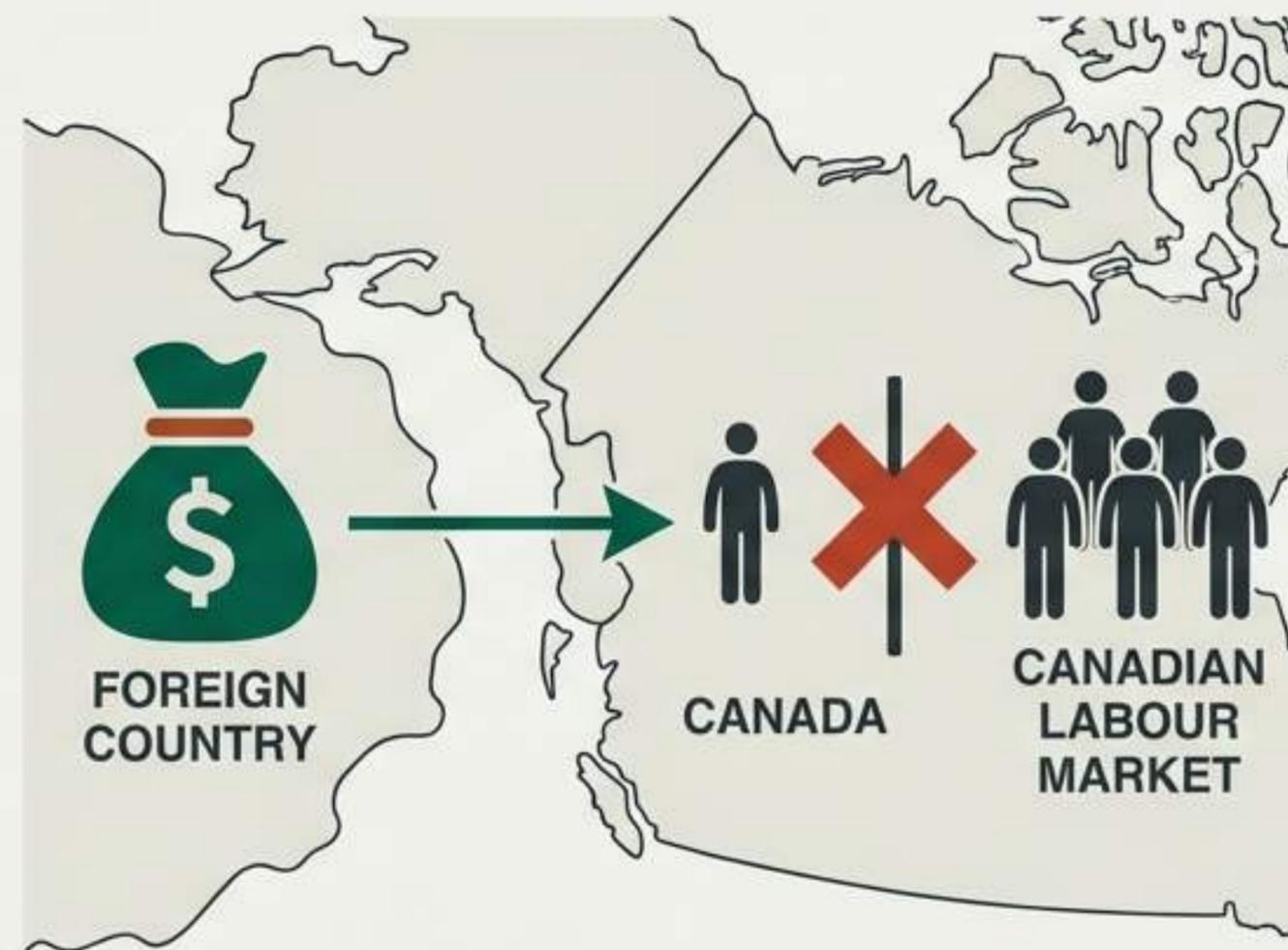
You cannot enter the Canadian labour market.

## Required Evidence

- Pay Stubs: Proof of payment by a foreign employer.
- Employer Letter: Confirmation that the individual is not entering the Canadian labour market.

## Permissible Activities

International business activities, such as attending meetings or corporate training.



# Deploying Talent via Global Skills Strategy

*For highly skilled workers (NOC 0 or A equivalent) needing to work for short durations.*

## The 15-Day Exemption

			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	30/31	

Can be used once every 6 months.

## The 30-Day Exemption

		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	30/31		

Can be used once every 12 months.

*Note: These are consecutive days. The 'cooling off' period must pass before the exemption resets.*



# The 'After-Sales Service' Distinctions

Navigating specific rules for technicians and engineers.



## **\*\*The Green Light (Exempt)**

- ✔ Installing, setting up, or repairing commercial equipment.
- ✔ Requirement: Must be part of the original sales contract/warranty.

Example: A technician installing a machine is exempt.

## **\*\*The Red Light (Not Exempt)**

- ✘ Regular maintenance.
- ✘ Operating the equipment.

Example: A technician operating that machine for 6 months is NOT exempt.

# Strategic Comparison: Exemptions vs. Permits (2026)

Category	Fee	Processing Time	Validity
Work Permit Exemption	\$0 CAD	<b>Immediate (at Border)</b>	Activity dependent (e.g., 15 days)
Business Visitor	\$0 CAD	<b>Immediate (at Border)</b>	Up to 6 months (activity dependent)
Standard Work Permit	\$155 CAD	2–5 Months	1–3 Years
LMIA Application	\$1,000 CAD	4–8 Weeks	Required for most permits

**Key Insight:** The cost savings are significant, but the risk of border refusal is higher if documentation is weak.

# Protocol for Claiming Exemptions

1

## Confirm Eligibility

Verify job

title/activity falls explicitly under R186.

2

## Prepare Package

Compile the

physical binder of evidence.

3

## Secure Entry Visa

Apply for eTA or Visitor Visa (TRV). State purpose as "Business."

4

## Arrive & Interview

Present passport and package to CBSA.

**The Script:** "I am seeking entry as a Work Permit Exempt [Category Name] under Regulation 186."

5

## Documentation

Receive Visitor Record (optional).



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# The Documentation Stack

'Thinking' you are exempt is not enough; you must prove it.



1. **Letter of Introduction:** From the foreign employer explaining the trip.
2. **Letter of Invitation:** From the Canadian host company.
3. **Warranty/Contract:** Proof of after-sales service agreement (essential for technical work).
4. **Return Ticket:** Proof of intent to leave.

# Border Risks & Common Deal Breakers



## The Authority

The CBSA officer has the final say. Unconvinced officers can issue Exclusion Orders (1-year ban).



## Reason for Denial 1: Labour Market Impact

If the officer believes a Canadian could have done the job.  
Example: A carpenter building a movie set is NOT exempt. A producer overseeing the budget IS exempt.



## Reason for Denial 2: Canadian Payment

If the Canadian company pays you directly, you are considered an employee, not a visitor.



# Addressing Common Questions

## **Q: Can I be paid by a Canadian company?**

Generally, no. Remuneration must come from outside Canada (exceptions exist for guest speakers/artists).

## **Q: Do I need an LMIA?**

No. Exemptions are completely free from the Labour Market Impact Assessment process.

## **Q: Can I bring my family?**

Yes, as visitors. They do not get automatic work permits; they must apply separately to work or study.

## **Q: What if the officer refuses me?**

You may be allowed to withdraw voluntarily. Worst case: Exclusion Order. Always carry a legal submission letter.

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# The Dara Immigration Advantage

## The Challenge

A vague answer at the border can turn a business trip into an immigration nightmare.

## Our Solution

We help determine definitively if your activities fall under R186.

## The Deliverable

We prepare professional 'Port of Entry' packages designed to give border officers the confidence to stamp you in.

## Result

Precision, compliance, and speed.



# Secure Your Access to Canada

Don't guess with CBSA. Ensure your eligibility before you fly.

**Book a consultation to confirm your specific NOC eligibility.**



**Contact DIS Today**

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*This presentation provides general information regarding Work Permit Exemptions (R186) and does not constitute legal advice. Policies change frequently.*

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