

2016 New York EB-5 & Investment Immigration Convention

Regional Center Workshop

Tips from the Pros

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Agenda

I. Speaker Introductions

II. Selecting a Project

III. Negotiating Agent Agreements

IV. Marketing Location and Partner Selection

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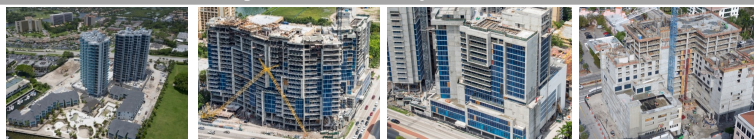
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EB5 Affiliate Network Introduction



- Regional Center Setup / Access**
 - 100% USCIS approval rate
 - 15 Approved Regional Centers
 - EB5AN has expansive geographic coverage of 21 states & Washington D.C.
- Required Project Documentation**
 - Team has directly relevant private sector expertise as well as EB-5 specific documentation experience
 - Coordination and execution of all required documents
- Marketing Management**
 - Chinese team members permanently in China
 - Unique marketing channels through wide variety of networks developed through personal relationships

Completed & Active Projects



Project	Condominium	Condominium	Westin Hotel	Hyatt Place Hotel
Location	Palm Beach, Florida	Sarasota, Florida	Sarasota, Florida	Boca Raton, Florida
Size of Project	\$150+M	\$100+M	\$100+M	\$60+M
EB-5 Raise	\$25M	\$15M	\$20M	\$11.5M
Status	Under Construction	Under Construction	Under Construction	Under Construction



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Greystone & Co. Introduction



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Worldway Introduction

Incorporated in Hong Kong in 1998

Branches in Hong Kong, Macao, Beijing, Shanghai, Shenzhen, Guangzhou and Qingdao,
Customer service centers across Asia, U.S., Canada and Europe

19 Years of Dedication to Investment Immigration and 10 Years of Specialty in U.S. Investment Immigration Industry

- ※ Being the first to set up a professional analyst team and have three excellent documentation teams in different branch offices
- ※ Being the first to execute “meticulous project selection due to the nature of U.S. investment immigration requirement.”
- ※ Successful holding of “U.S. Immigration Month” events in China in 2015 and 2016

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Can-Achieve (Shanghai) Group Introduction

Can-Achieve has been one of the strongest and most successful immigration consulting companies in China. After coming to China from Canada in 1994, Can-Achieve quickly established 28 offices around China. Can-Achieve (Shanghai) Group supervises the Shanghai and Nanjing offices of Can-Achieve Consultants Limited and works with a couple of other Can-Achieve offices, including Xiamen Office, Zhengzhou Office, Xi'an Office. For most of the period since 1994 Can-Achieve have provided mainly Canadian immigration services with a focus on business and investor immigration both federally and under the Canadian provincial nominee programs, including the Quebec investor program. With changes and limitations on the availability of Canada's federal and Quebec's investor programs there has been a diversification of business immigration services offered to include, since 2007, the US EB-5 investor program.

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Sudhir Shah & Associates Introduction

some of our facets

Provide information on advantages of a Green Card holder.

Publish Books & Pamphlets.

Hold Expos - Seminars, write in News papers & Periodicals.

Conduct Due Diligence on Regional Centers.

Provide Information on EB-5 Program through personal consultation.

Investigate Path & source of funds of the Investors.

How to prepare, apply & obtain USA EB-5 Visa

Sudhir Shah & Associates, Advocates & Notary
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Selecting an EB-5 Project: Regional Centers and Migration Agents Share Similar Concerns

Regional Center Project Selection Criteria

Project Structure & Feasibility

- Capital Structure
- Job Creation
- TEA Status
- Loan Terms
- Security of Investment
- Escrow Release Terms
- Project Viability
- Construction Progress

Marketability Characteristics

- Type of Project
- Project Location
- Developer Experience
- Brands associated with project
- Story of Project
- Regional Center Track Record
- Marketing Materials
- Size of Project

Migration Agent Project Selection Criteria

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Key Aspects of a Migration Agent Sourcing Agreement



Marketing Agreement Negotiation

Per-Investor Compensation
(Variable / Fixed)

Control in Project /
Decision Making
Authority

Project Marketing
Exclusivity

Timeline for
Execution

Promotional Cost
Allocation

Marketing
Personnel /
Financial Support

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Key Considerations in Marketing Location Selection

	China	Emerging EB-5 Markets	Smaller Markets
Overview	<ul style="list-style-type: none"> 85%+ of investors come from China 	<ul style="list-style-type: none"> India, Vietnam, and Brazil are rapidly growing markets 	<ul style="list-style-type: none"> All other countries
Key Benefits	<ul style="list-style-type: none"> Able to source large volume of investors quickly Infrastructure has been built Educated market 	<ul style="list-style-type: none"> Less competition than China More unique approaches available for finding channel partners Less expensive than China 	<ul style="list-style-type: none"> Lowest competition for investors Lower cost for investor sourcing
Downsides	<ul style="list-style-type: none"> Many existing projects and relationships in market Expensive Visa retrogression 	<ul style="list-style-type: none"> Harder to quickly get volume Fragmented infrastructure Country-specific deal needs can affect marketability Need to educate investors 	<ul style="list-style-type: none"> Lowest volumes Extremely fragmented Unique approaches to market required Higher up-front investment

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Disclaimer

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