

Panel 6A

Chinese Immigration Industry Update

Yanwu Shieh, Shenzhen ADH Migration and Education Services Co., Ltd

Peter Shoulong Zeng, Wuhan Personal Exit & Entry Intermediary Association

Peiying Jin, Golden Reach International Investment Consulting Co., Ltd.

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Hongling Lin, Yingke Immigration Co. Ltd

Jianyun Chen, Chengchen Immigration and Overseas Education

Moderator: Elizabeth Peng, Peng & Weber PLLC

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Magazine

2016 LAS VEGAS
EB-5 Conference

A. Overall immigration market in China

中国移民市场总览

B. Agent licensing requirements and general information

中介取得资质的规定和概述

- **Sichuan Entry and Exit Services Association** 四川省出入境中介行业协会

Website: <http://www.sczj.org.cn/>

Office Director: Xiaohong YAO (姚晓洪)

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- **Guangdong Entry & Exit Immigration Association** 广东省因私出入境移民协会

Website: <http://www.gdeia.org/>

President : Boyi HE (何伯宜)

Executive President : Jianyun CHEN (陈建云)

Secretary : Zheng LUO (罗正)

Tel : 020-38466559

Email: geeisa@126.com

- **Beijing Entry & Exit Service Association** 北京因私出入境中介机构协会

Website: <http://crjglxh.ichzh.com/>

Tel : 01058692233

- **Fujian Entry & Exit Service Association** 福建省因私出入境行业协会

Website: <http://www.fjea.net/>

President : Qingbo LU (卢清波)

Tel : 0591-8761500

- **Hubei Entry & Exit Service Association** 湖北省武汉出入境中介服务行业协会

President : Shoulong (Peter) Zeng (CEO of Wuhan Jinmao Abroad Consulting 武汉金茂咨询顾问集团董事长)

- **Chongqing Exit-Entry Service Association** 重庆自费出国（境）中介机构行业协会

President : Yu WANG (王宇)

CEO of Chongqing Kayaneer Overseas Consulting Service Co., LTD 重庆嘉阳鑫出国咨询服务有限公司董事长

Tel : 88520137

Address : 13-1 Yingli Guoji, No. 28 Minquan Road, Yuzhong District, Chongqing 重庆市渝中区民权路28号英利国际13-1

- **Shandong Exit-Entry Service Association** 山东省因私出入境中介行业协会

President : Qingshou CAO (曹庆寿)

Director : Guodong WANG (王国栋) (General Manager of Aucanlink Group)

Contact Person : Qingtao CAO (曹庆涛)

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- **Shanghai Exit-Entry Service Association** 上海因私出入境服务行业协会

President : Yao YAO (姚瑶)

General Manager of Shanghai Jinjiang Entry and Exit Services 上海锦江因私出入境服务有限公司总经理

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Address : Room 505, No. 736, Huai'an Road, Shanghai 上海市淮安路736号505室

- **Zhejiang Exit-Entry Service Association** 浙江省出入境中介服务行业协会

Website: <http://www.zjcrjzj.com/>

Contact Person : Liqin JIA (贾黎勤)

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- **Liaoning Exit-Entry Service Association** 辽宁省因私出入境中介机构行业协会

Contact Person : Dan HAO (郝丹)

President : Xiyao REN (任希峣) (CEO of Dalian Wisdom Services 大连伟世教育集团有限公司董事长)

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C. How do agents select projects? What criteria do you use in selecting projects?

中介如何挑选项目？在挑选项目时，中介使用哪些标准？

D. What changes do you see in marketing projects these days? 在您看来，现如今项目的营销方式有何种变化？

1. Media (newspaper, television, radio, website, email, wechat, etc.)

媒体 (报纸、电视、广播、网站、邮件、微信等等)

2. Seminars

研讨会

3. One-on-one meetings

一对一会面

4. Banks, wealth management companies and other networks

银行、资产管理公司或其他销售网络

E. In working with RCs, what kind of support would you like RCs to provide to you that would make your marketing easier?
在与区域中心的合作中，您希望区域中心提供何种支持，让您的营销更加有效？

F. Effect of new legislation on the China market 新法案对于中国市场的影响

Q&A ?

Thank you!
感谢您的参与！

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- Thank you.