

## Migration Agents: Selling EB-5 in the Likelihood of a New Era



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# Schedule & Topics

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[Intro](#) | Realities | Agent Outlook | China Quota | Uncertainties | Q & A

- ▶ Intro
- ▶ Big-Picture Realities
- ▶ Agent Outlook
- ▶ China-Quota Problem
- ▶ Ongoing Uncertainties
- ▶ Q & A

# Big Picture Realities of EB-5

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Intro | [Realities](#) | Agent Outlook | China Quota | Uncertainties | Q & A

- ▶ Most investors come from China and too few visas are available for Chinese investors.
  - ▶ Lots of visas still left for the rest of the world, though....
- ▶ Changes everywhere:
  - ▶ New legislation likely—eventually
  - ▶ Recently proposed regulatory changes—major \$\$\$ increase
  - ▶ New U.S. President—difficult to determine ultimate impact on EB-5 statutes, regulations, and policies

# Agent Outlook on 2017 and Beyond

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Intro | Realities | **Agent Outlook** | China Quota | Uncertainties | Q & A

- ▶ Personal perspectives on what major agents are currently seeing in China, Vietnam, and Korea.
- ▶ Personal perspectives on where major agents feel EB-5 is headed in 2017 and beyond.

# China-Quota Problem

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Intro | Realities | Agent Outlook | [China Quota](#) | Uncertainties | Q & A

- ▶ Overview of problem
- ▶ Chinese agent perspective:
  - ▶ Impacts on the market
  - ▶ Strategies to reduce the burden of the backlog
- ▶ Vietnamese and Korean perspectives:
  - ▶ Obviously no direct impact, but are there any *indirect* impacts on investors from Vietnam, Korea, or other countries?

# Ongoing Uncertainties (Examples)

Intro | Realities | Agent Outlook | China Quota | [Uncertainties](#) | Q & A

- ▶ **Potential legislative changes:**
  - ▶ Investment amount might increase to \$800,000 (TEA) and \$1.2 million (non-TEA)
  - ▶ Investor might need to be at least 18 years old
  - ▶ Integrity measures may require disclosure of fees that agents earn
  - ▶ TEAs (urban vs. rural; set asides, etc.); industry preferences for manufacturing and infrastructure
- ▶ **Potential regulatory changes:**
  - ▶ Increase in minimum investment amount to \$1.35 million (TEA) or \$1.8 million (everywhere else)
  - ▶ Priority date retention (allows investor of approved I-526 petition to retain their priority date if he or she needs to file another petition for some reason)
- ▶ **Trump as new President:**
  - ▶ Does anyone know what he *really* wants and can *actually* achieve?

# Q&A: Thanks for Participating!

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