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A summary of global investments

Source of Investors?

- Asia
 - * China
 - * Taiwan
 - * Hong Kong
 - * Japan
 - * South Korea

A summary of a transaction

- Transactions are usually larger in \$ amount
- More sophisticated clientele
- Higher loyalty
- More complex
- * Less competition

Why invest in the U.S.?

- The commercial real estate fundamental in USA are sound
- The economy is still strong
- Ample of opportunities
- A strong currency
- Capital appreciation
- Safe Harbor

Necessary Knowledge

- * USA regulations
- * Withholding
- * Tax treaties
- * Location of income source
- * Non-immigrant visas
- * Visa Waiver Program
- * EB5 updates
- * Investment visas
- * Anti-money laundering
- * Currency transaction reports

Qualifying an International Client

- What kind of assets owned in USA & where?
- What are the timeline and critical dates?
- Acquisition perimeters and criteria
- Disposition perimeters and criteria
- One time or a long term?
- Knowledge of the commercial real estate performance
- Owner user? Investors?

How to qualifying an International Client?

- Cash / equity
- Financing
- (1) US Federal Tax ID #
- (2) US Bank Account
- (3) State Certified Corporation, LLC, LP.
- (4) Proof of residence
- (5) Proof of fund in USA and outside of USA.
- (6) Financing structure
- (7) How will funds be transmitted to USA?

How to set up a corporation and run with it?

- How will title be held – vesting?
- Tax advisor and / or tax preparer – domestic & offshore
- Legal advisor
- Estate Planning
- Property management
- Asset management
- Acquisition, holding, disposition strategies
- Domestic and offshore contact information
- Who are the players involved with decisions?
- Channels of communications?
- How are the decisions made?
- Power of Attorney
- Feedback
- Preferred communication method. Email, telephone, text,
- How often? What's the best time to communicate?

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