



IIUSA Banquets in Ho Chi Minh City & Seoul Deliver Industry Education and Business Development to Two of EB-5's Largest Markets



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Last month, IIUSA staff hit the road for events in Ho Chi Minh City, Vietnam and Seoul, South Korea. The events were part of IIUSA's annual Global Banquet Series calendar and brought together hundreds of the leading EB-5 professionals from around the globe for evenings filled with business development, education, networking – and yes, even a little fun!

Launched in 2017, the IIUSA Global Banquet Series is a core component of IIUSA's mission of ensuring strong and well informed EB-5 investor markets around the globe. To date, IIUSA has hosted events in China, India, Vietnam and South Korea. Looking ahead

to the remainder of 2018 and 2019, we are excited to continue our track record partnering with top tier events in other investor markets around the world.

As the EB-5 universe continues to evolve, and at times become more complex for its stakeholders, IIUSA, as the only non-profit trade association for the industry, will continue to produce high-quality data reports, expert analyses and most importantly be on the ground in investor markets to answer any and all questions international stakeholders may have.

Vietnam: Challenges & Opportunity

The banquet in Ho Chi Minh City marked IIUSA's second event in Vietnam and we were honored to welcome past attendees as well as new guests to an evening of networking and business development at the historic Hotel Saigon in the heart of the city's financial district.

With over 80 attendees representing EB-5 regional centers, immigration firms, foreign intermediaries and more, the event was certainly one of the most diverse and engaging events to date for the IIUSA Global Banquet Series. Furthermore, **with representatives from 18 of Vietnam's largest migration**

agencies, the event was a testament to both the growth of the EB-5 investor market in Vietnam as well as to the commitment of local service providers.

The event, the first large-scale industry event in Vietnam since the market reached its annual per country cap of the EB-5 visa category, not only addressed the challenges that the market is facing, but it also highlighted the opportunities for the EB-5 market in Vietnam in the years to come. Our expert panel led by Leon Rodriquez (Partner, Seyfarth Shaw) delved into the many complexities that EB-5 is currently facing including legislative and regulatory changes, growing visa backlog and other issues ensuring all of our guests left the event educated and well informed.

IIUSA Hosts Long Overdue First Event in Korea!

Coming on the heels of a successful event in Ho Chi Minh City, IIUSA was proud to bring the Global Banquet Series to Korea for the first time. Once again, the banquet delivered on its promise of first class business development and education as well as diverse networking opportunities. As one of the largest and oldest EB-5 markets, Korea was the perfect

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destination for the IIUSA Global Banquet Series as we continue to look to connect our members to markets around the globe. With over 100 attendees, many of whom were representatives of local agencies, the event was a hands down success for the association and local industry alike.

We were honored to partner with the Korean Emigration Association (KEA) for this year's banquet. KEA, a membership organization for the top emigration firms throughout Korea, was the perfect partner for IIUSA as we look to drive local engagement and we were privileged to have their support. KEA attendees from over 20 migration agencies (a majority of all active in EB-5) attended the banquet, marking it as one of IIUSA's most successful events to date. KEA Chairman Mr. Ahn and Vice-Chairman Ms. Hong both presented to attendees highlighting both their

and KEA's wealth of local market knowledge.

A key mission of the IIUSA Global Banquet Series is to educate local industry stakeholders to ensure that they have the most up-to-date and accurate information on the EB-5 Program at their disposal. With many of the agents in attendance having been involved in the EB-5 Program since its inception in 1992, it was often IIUSA staff and members who were being educated by the local industry experts!

Nevertheless, our expert panel of EB-5 professionals, led by discussion leader Jinhee Wilde of Wilde & Associates, further elucidated some of the hottest topics in the industry, including legislative & regulatory reform, increasing backlogs and processing trends and local market insights.

Welcome New IIUSA Members

IIUSA events, research and business development services could not be accomplished without the support of our international members from around the globe. Now totaling over 40 organizations, IIUSA has international members working in India, China, Taiwan, Switzerland, the UEA and of course Korea & Vietnam. It is through the

hard work of our members in investor markets around the world that the industry is able to continue to grow and have a bright future.

International member engagement cannot be overstated and we were honored to recognize the contributions of our members in Korea and Vietnam during our Banquets. Representatives from Korea-based members: Bether Capital, DaeYang Immigration Corporation, Kookim Emigration Corporation and Club Emigration as well as Vietnam-based members: USCIS Group and Total Visa Consultancy Limited all were on hand to participate in the event and to accept their membership certificates recognizing their support of the association and commitment to industry development in Korea and Vietnam.

Thank you to Our Banquet Sponsors & Partners

The IIUSA Global Banquet Series is nothing if not a testament to the educational and convening power of the industry's one and only trade association. However, we know that these events would not be possible without the invaluable support and expertise of each and every one of our sponsors. To that end, we would like to extend a special thank you to all of the sponsors at the two events who stepped up to support the work of IIUSA and present themselves as the industry leaders that they are.

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Photos from top left to bottom right:

1. Expert EB-5 panel discusses challenges and opportunity for the EB-5 Market in Vietnam
2. New IIUSA Member DaeYang Immigration Corporation receives their IIUSA member certificate. IIUSA was pleased to welcome four new members on board.
3. Chairman of the Korean Emigration Association, Mr. Ahn, welcomes attendees to the first event IIUSA Banquet in South Korea



4. IIUSA Policy Analyst Lee Li delivers critical EB-5 data report on Vietnamese market.
5. Attendees enjoy premier networking and business development time during the Banquet cocktail reception in South Korea.

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Photos left to right:
1,2. Attendees enjoy premier networking and business development time during the Banquet cocktail reception in South Korea
3. Attendees enjoy a banquet dinner and listen to a presentation from one of IIUSA's distinguished banquet sponsors.

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Thank you: American Life, INC; American Lending Center; Atlantic American Partners; American Regional Center Group, EB-5 Coast to Coast, FirstPathway Partners; Kookmin Emigration Corporation; Peng & Weber PLLC; and Wilde & Associates, LLC.

See you at the Next IIUSA International Event!

Looking ahead to the remainder of 2018 and early 2019, IIUSA will continue to bring our Global Banquet Series and member-exclusive events to the EB-5 investors markets that matter most. To that end, we are pleased to announce

that the next scheduled events on our calendar will take us to Dubai, UEA and Mumbai, India in February 2019. You can learn more about both of these events by visiting the event page (event page URL). If you are interested in discussing sponsorships in greater detail feel free to contact me directly at mckenzie.penton@iiousa.org or give us a call at (202) 795-9667. ▶



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- ★ **REGIONAL CENTER BUSINESS JOURNAL (QUARTERLY)**
Hard copy of IIUSA's Regional Center Business Journal – the EB-5 Industry's premier publication featuring the latest legislative updates, industry trends, quantitative analyses of program statistics and international markets.
- ★ **CHINA E-NEWSLETTERS (QUARTERLY)**
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