

## **USE OF BUSINESS IMMIGRATION TO PROMOTE TRADE INFLOWS TO AFRICA**

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This conference presents a chance to reflect upon the progress the legal community can make to honor our continent's most basic principles of inclusion, opportunity, equal treatment and fair representation and to seek innovative strategies for building on the record of achievement that many of you have helped to establish. Taking the next step forward and carrying this legacy of legal based progress into the future is up to each and every one of us.

We live in a time of remarkable change. It is a change that we must take advantage of by thinking new ways and taking actions so that we can make change work for us and emerge stronger and better than the past. Trade is what will drive the future of industrialization and specialization in Africa. So let's talk about the choices we can make in using business immigration strategies to drive intra-African trade as well as promote trade and investment between Africa and the developed economies of Europe and the Americas.

First: How do our businessmen and women gain access to dollar denominated loans at affordable interest rates, especially as we know that the cost of borrowing in Africa is prohibitive?

Second: How do we give everyone an opportunity for a college and graduate education at affordable cost at the best institutions anywhere in the world? Today, parents are paying more for school fees as they are getting older, instead of saving more for their retirement, the result is that parents are getting poorer as they are getting older, this is not sustainable.

Third: How can we earn foreign currency as individual business owners through opportunities like AGOA and other exportable products other than oil, which is no longer sustainable because of the fall in oil prices.

Four: How do we access the best and affordable medical care available especially as we know that our medical facilities in most African countries are inadequate.

Five: How do we reduce the Brain Drain in Africa.

The world today is a global village and African businesses must not be left behind. We are already at a disadvantage with businesses in developed countries and must take our destiny in our hands to chart a new course and set our priorities right. It is up to us to take control of our destinies and that means that we have to set up our priorities.

One way African businesses' can begin to think in a smarter and strategic way is the use of Business Immigration strategy to drive trade and investment as well as flow of funds from the Western world to Africa, thereby providing an equal opportunity for both African businesses as well as their foreign competitors with ready and easy access to capital.

What is Business Immigration: Business *immigration is what facilitates the movement of goods and services across borders. It enables investors, traders and professionals to acquire favorable permanent immigration status in developed countries with the following benefits:*

- Access to dollar denominated loans at affordable and low interest rate
- Access to affordable medical care
- These benefits will enable family members to access quality education at a very reasonable cost and also obtain work visa status in these countries.

Using business immigration by African Business to access the above benefit through:

- Intra-company transferee visas-Set up a subsidiary of your company in the Western world qualifies the executives and managers to live, work and pay home school fees for their dependants thereby reducing the motivation for corrupt practices. Family dependants will also qualify for the same benefits.
- Citizens of countries with trade treaties to the USA will qualify for the best visa classification in the world as treaty traders and treaty investors. The advantage of these visas is that it will never expire thereby allowing the beneficiaries seamless entry and uninterrupted business activity in the relevant country. Dependants can work, live and obtain education for their children at affordable rates as well as pay home school fees.
- It is therefore imperative that African countries should be advised to secure similar advantages when entering into trade treaties or re-negotiate existing trade treaties so that their citizens will qualify to obtain favorable business immigration status.
- Immigrant Investor Programs-obtaining permanent residency or outright citizenship through investment of a certain sum.

We have to use what we have to get what we don't have. In African we have an abundance of raw material, the engine that drives development and industrialization in most developed economies.

It should be noted that Ivory Coast makes about \$2.5 billion dollars annually from their export of raw cocoa while MARS that processes the cocoa into chocolate makes about \$18 Billion dollars annually from the sale of the finished product.

African Governments must ensure they work together to use the benefit of scale to negotiate with regional economic blocks, such as the EU, other economic blocks in Asia and the Americas to negotiate trade treaties that will provide favorable conditions for their citizens to get favorable business visas. African countries need to take advantage of Brexit. Britain is in the market for new business partners

post Brexit, obviously Africa will become an important market to United Kingdom because of the historical ties, and thus it should be much easier for African countries to extract favorable visa concessions from the United Kingdom such as treaty investor and treaty trader visa status for their business citizens. It is note worthy that many African traders visit china with temporary visas for pleasure while they exist a long term business visa that they qualify for but for lack of knowledge, many end up been criminalized upon the expiration of these visas, with the consequent loss of their investment in china.

Business Immigration can also serve as a catalyst to reduce corruption in African because when people have access to beneficial information by reducing the costs of borrowed funds as well reducing the payment of school fees and foreign medical bills; it will have the positive effect of reducing primitive accumulation.

### **What classification of People can Apply**

- Traders
- Investors
- Professional's

There is the need for African business community to be trading more with each other and utilize business immigration to promote their business interest.

Fortunately one of the smarter approaches is the use of business immigration strategies to improve our lives. You can use your corporate status, professional or trade classification to acquire permanent immigration status in any of the developed country and ultimately to gain residency or citizenship through intra-company transferee visas, treaty investor /treaty trader visas and various types of investment visas.

We agree that real opportunity requires every African to get education and training they need to get a good job or set up a lucrative business. Our continents journey is not yet complete. And the responsibility to carry these efforts into the future now rests with each of us.

Thank you, once again for your ongoing commitment to this work. I look forward to where you must and will help to lead this giant continent from here and May God bless you all as you return safely to your families.