

整合了商业法律和税务会计的事务所 Integrated Business Legal and Accounting Tax Firm



A. 整合了商业法律和税务会计的事务所

和其他事务所相比，我们事务所能够为在美国经商的中国客户提供哪些优势服务呢?其中一个最大的优势是由于同时拥有美国的注册会计师和律师资格证，我们的服务整合了法律文件的起草、税务规划和完成各类美国税务的申报。

A. Integrated Business Legal and Accounting Tax firm

When comparing our firm to our competitors such as a law firm or an large accounting firm, what advantages do we offer to a Chinese person doing business in the U.S.? One of the biggest advantages is that I am certified as both a U.S. CPA and a U.S. attorney so our firm combines the legal drafting, tax planning, as well as completing the required U.S. tax returns for a Chinese person.



4. 中国客户聘请律师的用途

中国律师一般能够为客户提供各个领域的法律服务，包括了出庭辩护、商业诉讼、离婚、商业交易、移民和出口。但涉及到美国商业交易时，中国客户和他们的律师往往还需要聘用更专业的律师咨询服务。

4. What Does a Chinese Person Use an Attorney For?

A Chinese attorney typically performs all legal work for a client. Everything from being a trial attorney, commercial litigation, divorce, business transactions, patents, immigration and exporting. However, when it comes to international transactions, many times a Chinese client and his or her attorney will seek specialized advice.



5. 美国商业律师事务所-专属于某项领域

美国的律师一般只专属于某几个领域提供服务，因此在大型的美国律师事务所中，一个律师可能只负责反倾销的事物，另一个律师则负责商业诉讼，还有一个只做专利，其他领域也各自有其不同的负责律师。大型的美国律师事务所会声称他们做以上所有的服务，但事实上他们80%的利润一般都来自于（1）高于10万美元的并购服务，（2）反倾销和商业诉讼，（3）知识产权，（4）银行和证券交易。

我们的事务所和其他大型的美国律所的区别就在于我们主要为来美国经商的中小型中国企业提供商业交易服务。因此，我们80%的利润都来自于出口交易法律税务服务、商业实体设立服务、所得税和遗产税规划服务、以及移民规划服务

5. U.S. Business Law Firms - Specialize

Attorneys in the U.S. primarily are specialists practicing only in a few areas of the law. Therefore, with large U.S. law firms, one attorney will only work with antitrust issues, another with commercial litigation, a third with patents, and a separate person for each of the other areas of law. While a large U.S. law firm will advertise that they perform all of the above business services, typically 80% of their revenue comes from (1) mergers and acquisition greater than \$100 million; (2) antitrust and commercial litigation; (3) intellectual property; and (4) banking and security transactions.

Where our firm is different from a large U.S. law firm is that we perform the primary business transactions needed for closely held Chinese businesses coming to the U.S. Therefore, 80% of our revenue comes from export law, business formation, income and estate tax planning, and immigration planning.



C. 我们的业务模型

大部分的中国非上市中小型企业在美国开展业务时都不涉及到反倾销或商业诉讼的问题。如果需要申请美国的专利，那么也是一次性的服务。如果涉及到并购，也是一次性的服务。从这个意义上来说，我们为客户所提供的服务是一个企业中所需要的核心的商业服务。

C. Our Business Model

Most closely held Chinese business's doing business in the U.S. are not involved in antitrust or commercial litigation. If they need to file U.S. patents, typically these are one time services. Further, if there is a merger or acquisition, these also are one-time events. Therefore, our firm concentrates on the key business services that most closely held Chinese businesses need.

在各州有综合领域的合伙伙伴
Integrated Co-Counsel Can Practice in Every State



对于中国客户所需的那些一次性的或偶发性的美国法律服务，我们也整合了一个合作顾问的团队，使我们能够在全美任何州为客户提供这些服务。

For the one time or incidental U.S. legal services that a Chinese closely held business may need, we have developed an integrated co-counsel network that allows us to service these needs as well as to practice in any state in the U.S.



目标市场
Target Market

- 非上市公司
Closely Held Chinese Business
- 持有大量美国资产的中国个人或中国公司
Chinese Person Owns Substantial U.S. Assets
- 持有公司权益并计划移民美国的中国公民
Chinese person with business interests immigrates to the U.S.
- 离岸控股公司和离岸信托
Offshore Holding Companies and Offshore Trusts

D. 服务对象

1. 非上市公司寻求在美国市场做商品销售;
2. 持有大量美国资产的中国公民;
3. 在中国设有公司并计划移民美国的中国公民;
4. 离岸控股公司和离岸信托

D. Our firm's target market is

1. Closely held Chinese businesses selling in the U.S. market;
2. a Chinese person with substantial U.S. assets;
3. Chinese person with business interests who immigrates to the U.S.; and
4. Offshore holding companies and offshore trusts.

在美国经营业务的中国非上市企业

Chinese Closely Held Business Doing Business in the U.S.



我们大部分的客户都在中国拥有中小型非上市企业。中小型非上市公司和上市公司以及国有企业不同，主要是指由少数股东或合伙人设立起来的企业。大部分情况下，这样的企业是由一个中国人设立的，有时是夫妻两人共同拥有，有时有三至五个人共同设立。

但尽管企业所有人的人数可能很小，但企业本身的规模可大可小，例如，一个非上市公司可能年度销售额达到 100 万美元，1000 万美元，甚至是 1 亿美元以上。

Closely held businesses must be distinguished from publicly traded and state owned companies. A closely held business means that there are few owners of the business. Many times one Chinese person owns the business. Other times it is the Chinese husband and wife that own the business. Sometimes, three, four or five persons own the Chinese business.

While the number of owners of a closely held business is small, the Chinese business itself may be any size. For example, a closely held business may have \$1 million in sales, \$10 million in sales, or \$100 million in sales or more.