



SERVICES TO

CITIZENS OF THE WORLD

GORDON S. BLAIR

LAW OFFICES | PRIVATE CLIENT

WHY

WOULD YOU BOTHER ?

Over the last decade, a new breed of individuals has developed: they are the so called Citizens of the World. This expression refers to people who typically have assets invested in more than one country, have a family (spouse, children) residing in various countries, and they work and have a social life in numerous places. They can be high flying executives or wealthy individuals.

When it comes to the running and management of their personal situation, they are confronted with the dearth of specialists or service providers who are able to understand the particularities of their situation and not to limit their scope of work to one jurisdiction.

In Monaco, because of the sheer size of our territory and the number of nationalities which are represented we consider this multi cultural and multi national background as being a "normal" standard and we know how to address the corresponding challenges.

As the leading Tax and Legal Consulting firm in the market, with a team of lawyers from various nationalities and who can speak several languages, we are ideally positioned to offering the kind of assistance which will make the life of the Citizens of the World easier.

Immigration

This is often the starting point of our working relationship. Moving over to Monaco is not devoid of formalities. Our lawyers have the right knowledge and the right contacts and they can help their client make their way as expeditiously as possible through the administrative maze.

Also, they are used to review the previously made arrangements and advise on the required adaptations.

- Residence permit and administrative formalities
- Moving to a Civil Law jurisdiction requires a review of certain previously designed set-ups (wills, trusts...).

Occupational Package

International executives have very special needs and, often, their remuneration package is quite sophisticated.

This requires careful review and structure so as to ensure an optimal effectiveness and a protection of the individual. The situation of professionals and other so called "independent workers" is not dissimilar.

In fact it is even more complex because the available options are more numerous. Gordon S. Blair Law Offices have the required know-how and technical expertise to assist in these areas.

- Tax effectiveness
- Advisory

Retirement Package

Optimisation of the retirement packages is an area which must be carefully looked at, both at the inception stage (when the package is crafted and possibly negotiated), and when time has come of retiring. The matters which should be reviewed are of a financial, family and tax nature. Our lawyers are familiar with these issues and they can effectively assist their clients so as to optimise their situation. If need be they can ask other professionals (actuaries, insurers...) to be involved but, in all cases, they make sure that the solution which is finally proposed is the most attuned to the needs of their clients.

- Annuities vs. Capital
- Spouse, children...
- Taxation

International Private Law Matters

Inherent to the notion of "Citizen of the World" is the difficulty of reconciling rules arising from different jurisdictions, this being compounded when having assets or family members located in both Civil Law and Common Law environments. Experience shows that the pitfalls to avoid are many and, often times, otherwise well organized individuals get strapped in inextricable situations. At Gordon S. Blair Law Offices, our lawyers are familiar with this challenge and, together with our correspondents, we can help our client minimising the potentially adverse effects.

- Asset Protection: what are the best structures to put into place in order to protect oneself from unfriendly third parties, a concern high on the agenda of Directors and Officers of international businesses
- Family Events: marriage, divorce... The rules applicable at the time of marriage may no longer be applicable after having moved in another jurisdiction
- Succession and Gift strategies. The forced heirship rules, prevalent in Continental Europe, often come as a (bad) surprise if proper anticipation and structuring has not been engineered.

Tax Optimization

Even though the network of international tax treaties and agreements is developing rapidly, the occasions where double taxation can take place are many. Equally important are the tax planning strategies which can result in significant savings whilst strictly complying with local laws. Several of the Gordon S. Blair advisers have started their career with international tax accounting and consulting firms and they are expert at addressing these matters. In fact this has long been one of the core activities of our firm. We can put our clients in the optimum stance when it comes to taxation in the following areas:

- Income Tax ,
- Wealth Tax,
- Registration Fees / stamp duties,
- Inheritance Tax,
- Local (housing) Taxes,
- VAT and other Indirect Taxes...
- Watch Services

Structuring of Assets / Investment Platforms

Many of our clients are active investors. This may be because they are successful entrepreneurs or high flying executives.

Typically, their investment approach is not limited to the traditional acquisition of stock or bonds: they are involved in “alternative” investing, either as “business angels”, joint-venture partners, promoters of private equity investment platforms etc... We are fully familiar with the best way of structuring these operations and we can bring to bear our know-how in this area in the most effective manner:

- Ad-Hoc legal schemes
- Joint-Ventures
- Secrecy and Confidentiality

Private matters:

This is another area where having activities spanning more than one jurisdiction, or having a busy professional life can stand in the way of a proper administration and management of one's most private matters.

At Gordon S. Blair Law Offices, we have a team of dedicated individuals who know how to handle the minutiae of wealth and private life management. The range of support services we can offer in that area is very broad and we can effectively alleviate the nagging worries attached to managing one's personal situation when constantly on the go: insurance matters, social issues, concierge services...

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