



## THE FLORIDA BAR INTERNATIONAL LAW SECTION

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# LUNCH & LEARN

Please join us on March 22, 2017 at the Coral Gables offices of Fiduciary Trust for lunch with Arturo J. Aballí, Jr. Mr. Aballí will discuss his thoughts on the opportunities and challenges facing Florida's international lawyers advising ultra-high net worth (UHNW) individuals in the coming years.

Increasing numbers of UHNW individuals have connections with one country, but live and work in another, frequently owning property or investments in several countries. Florida has been – and will continue to be – a world center for international lawyers advising UHNW individuals. Consider the following statistics:

- Approximately 25% of all foreign home buyers in the U.S. buy in Florida. (Source: National Association of REALTORS, Profile of International Home Buyers in Florida 2014 Report).
- More than 90% of the demand for new downtown Miami residential units came from foreign buyers; 65% were from South America. (Source: Greater Downtown Miami Residential Real Estate Market Study, 2014).
- Miami ranked sixth on a survey list of the top 40 “most important” cities to UHNW individuals (London was first; New York was second; Los Angeles was the next U.S. city after Miami at twenty-second). (Source: Knight Frank, The Wealth Report, 2015).
- Over the next 30 years, \$16 trillion of UHNW wealth is expected to transfer to the next generation. Approximately 60% of this wealth is due to come from non-U.S. UHNW benefactors. (Source: Wealth-X and NFP Family Wealth Transfers Report, 2015).

Arturo J. Aballí, Jr. has been at the center of these trends for over 40 years. He is a top multilingual, international tax, trust and estate planning specialist, and counselor to many of the world's wealthiest families. With over 40 years of experience in global wealth management and international transactions, Mr. Aballí is among the tiny group of international practitioners who are Board-Certified in International Law by The Florida Bar. He trained in New York and Spain and practiced at the New York Bar for many years before moving to Florida, and subsequently founding Aballí Milne Kalil, P.A. in Miami in 1993.

### EVENT DETAILS

#### Date:

March 22, 2017

#### Time:

Registration: 11:30 am

Lunch and Seminar: 12:00  
pm - 1:00 pm

#### Venue:

Fiduciary Trust  
Company International  
2 Alhambra Plaza, PH1A  
Coral Gables, Florida  
33134

### WHO SHOULD ATTEND

Corporate Leaders,  
Investors, Advisors, Counsel

### RSVP

### ADD TO CALENDAR

### CONTACT US

Arturo Giacosa  
Fiduciary Trust Company  
International  
2 Alhambra Plaza, PH1A  
Coral Gables, Florida  
33134  
Tel. +1 305 349 2364

Over his decades-long legal career Mr. Aballí has gained a vast depth of experience in all aspects of global wealth management. While clients seek his advice from all over the world, his particular focus has been on the representation of U.S.-based foreign clients in their international business and investment transactions. In terms of disciplines, this practice is concentrated in international tax, trusts, corporations, and estate planning for high-net-worth families and individuals; international financial transactions; cross-border corporate acquisitions; and international license agreements. In this last category, with the growth of the Latin entertainment industry in Miami, he has had increasing involvement in the legal representation of Latin American TV stations, independent TV producers, and authors.

Mr. Aballí has been a frequent speaker at international seminars on hot topics including tax planning, international contracts, exchange of information treaties, and asset protection structures. He has served as a director of the Colombian and Spanish Chambers of Commerce, and the Florida International Banking Advisory Council to the Florida State Banking Department. He is a member of the American Bar Association (Committee of U.S. Activities of Foreigners, Tax Section, and International Law Section); The Florida Bar (International Section, Tax Section, and Foreign Tax Committee); the Cuban American Bar Association; the Estate Planning Council of Greater Miami; and the London-based Society of Trust and Estate Practitioners (STEP), (Miami Chapter).

## RSVP

*This is a complimentary event. There is no fee to attend but space is limited. Please register by clicking on any of the RSVP buttons or send an email to [adi.vallejo@ftci.com](mailto:adi.vallejo@ftci.com).*

## Speaker



Arturo J. Aballí, Jr.  
Aballí Milne Kalil, P.A.  
2250 SunTrust International Center  
1 SE 3<sup>rd</sup> Avenue  
Miami, Florida 33131  
Email

## Thank You To Our Sponsor

The ILS 2017 Lunch & Learn speaker series is made possible by the generous support of Fiduciary Trust Company International. Fiduciary Trust is a world-class investment and wealth manager, providing personalized solutions to high net-worth individuals, families, endowments, foundations and institutions. Fiduciary Trust has served individuals, families, endowments and foundations since 1931. With over \$75 billion in assets under administration and management as of December 31, 2015, the firm specializes in strategic wealth planning, investment management and trust and estate services, as well as tax and custody services. The firm and its subsidiaries maintain offices in New York, Coral Gables, FL, Boca Raton, FL, St. Petersburg, FL, Los Angeles, San Mateo, CA, Washington, D.C., Wilmington, DE, and London.

For more information please visit [fiduciarytrust.com](http://fiduciarytrust.com).

## Become an ILS Member Today

International Law is one of the most wide-ranging, exciting and challenging legal specialties. Everyone in our field knows how crucial it is to stay on top of diverse and evolving national legal regimes, and at the same time, the difficulty of keeping meticulously up-to-date on developments around the world.

The International Law Section (ILS) of The Florida Bar is here to help you, the practitioner, navigate both the everyday and big-picture challenges of our field. Our Section is your forum to share knowledge and best practices, and to meet and mingle with peers in professional collaborations that can only enhance your grasp of the specialty and your standing among clients and peers.

Let ILS membership assist you in developing a thriving international practice through peer network development that includes important shared learnings and reciprocal referrals of clients and casework.

If your practice transcends borders, join us in making this the authoritative, go-to forum for Florida and the gateway to the region for anyone practicing International Law. Our Section is open to lawyers from other states and countries, full-time faculty at U.S. law schools, and full-time U.S. law students, all of whom may participate as associate members. ([Click for membership form PDF](#))

(We hope you'll also consider specialty certification opportunities that only The Florida Bar can provide.)

Here are just a few of the benefits of International Law Section membership:

- The International Law Quarterly, which covers current international issues in numerous areas, including tax, foreign investment, real estate, immigration, banking, corporate, and dispute-resolution law.
- Weekly updates on items of interest to section members.
- Speaking, publication, and networking opportunities.
- Discounted access to CLE seminars.
- The opportunity to support Florida and other law students through our annual Pre-Competition for the Willem C. Vis International Commercial Arbitration Moot.
- The opportunity to help protect and enhance the quality of Florida's legal environment for international issues through our legislative and amicus committees.
- Seminars and meetings, including:
  - Our annual International Litigation and Arbitration Conference
  - Our annual International Business Transactions Conference
  - Topical roundtable discussions and webinars
  - Opportunities to participate in more than 20 Section committees.
  - Additional opportunities for participating in and structuring Section events.

If you share our enthusiasm, we hope that you will join us!