

© Business Presentation

by:

Elvis Anthony Ureña N.



“We facilitate your business connection from and to Panama”

Updated February 29, 2024

© Copyright: Elvis Anthony Ureña.
Its partial or total reproduction is prohibited, without the prior authorization of its Author.

Table of Content

1. Who We are?.....	3
2. Multidisciplinary Team.....	4
3. Mision, Vision and Identity of Principles and Values	7
4. How We Work?.....	7
5. What Benefits Do We Facilitate you ?.....	8
6. Who are the Target Customers of our Services.....	8
7. What Business Services Do We Offer you?.....	9

1. Who We Are?

CHIEL'S PANAMA CONNECTION emerged in 2014 within Chiel's Law Firm, as a business idea, under the name of **Proyecto Monterrey (PM)**, while its author, **Elvis Anthony Ureña**, was visiting **Monterrey**, Mexico

Afterwards, little by little it became a **business connection platform**, until it was formalized as **Chiel's PM Business, S.A.**, a firm duly established in accordance with the laws of the Republic of Panama; and also registered under the trade name **CHIEL'S PANAMA CONNECTION**.



In this way, the sign of distinctiveness reproduced above is the service brand, which identifies and distinguishes us. **We are a firm of advisory, consulting and business facilitation services, in the local and international market.** In this sense, then, we certainly facilitate your business connection, to and from Panama. What does this mean?

1. This means that **we help you to carry out your business**, we make it possible to carry it out, and coupled with this, we make it possible for you to achieve **legitimate and valuable benefits**.
2. This means that **we help you with the expertise you need**, both for advice and consultancy for your business, as well as for its procedures.
3. Finally, this means that **we accompany you from start to finish**, with the start, operation and expansion of your business, **to and from Panama**.

Likewise, **CHIEL'S PANAMA CONNECTION** is a member of the **Chamber of Commerce, Industries and Agriculture of Panama (CCIAP)**, member of the Central American Trade Network (REDCA) of the Secretariat for Central American Economic Integration (SIECA) and member of **ConnectAmericas**, the business network of the Bank Inter-American Development Bank (IDB).

2. Multidisciplinary Team



In the business world there are complex aspects that require varied skills and knowledge, and therefore merit the **intervention of specialists**. But it also requires the involvement of purposeful human beings who understand the business needs and desires of customers, and indeed, **facilitate the advancement of their business in Panama and other countries**.

That said, we want to collaborate with advisors, consultants and business facilitators, who will help you achieve success, with **multidisciplinary and comprehensive solutions in various fields**: *regulatory compliance, legal, tax - fiscal, accounting - auditing, labor relations, banking - finance, economics, international business - international trade, logistics - customs, real estate, chemistry - pharmacy, food engineering, technology and information, insurance, tourism, etc.*; **as appropriate to your business need**.

This multidisciplinary team is led by **Elvis Anthony Ureña N.**, Panamanian citizen and **Business Lawyer**, duly empowered by the Supreme Court of Justice of Panama to practice law, with License No. 10,840; which can be verified on the website of the Judicial Branch of the Republic of Panama: https://ojpanama.organojudicial.gob.pa/_index.php



He holds the Bachelor's Degree in Law issued by the Latin University of Panama, after supporting the Undergraduate Thesis "*The Need for a State Policy as a Guarantee of the Sustainable Development of the Migratory Movement to Panama*", evaluated with the highest qualification (A); recommended by Dr. Luis Carlos Cabezas (Thesis Director).

He has substantial experience in Internationalization of Companies, Products and Services; Commercial Intermediation, International Commercial Contracts, **Immigration and Foreign Investment**, Intellectual Property, Sanitary Product Registrations.

In addition, his professional role has been in **Real Estate Legal Regime**, Business Legal Structures; Regulatory Framework and Rules of the Game for Business; Agreements or Contracts for Businesses; Litigation and Alternative Dispute Resolution Methods; as well as in the Opening and Operation of Non-Profit Organizations (NPOs).

His professional experience with the aforementioned services has been accumulated, since 1998 with **Cajigas & Co. Law Firm**; since 2004 with **Chiel's Law Firm**, as co-founder and managing partner; and since 2014 with **Chiel's Panama Connection**, as founder and managing partner.

Some of His Contributions as Speaker:

- ❖ November 21, **2023**. Speech “*Effective Negotiations in the Business Context*”, at the invitation of the Chamber of Christian Entrepreneurs of Guatemala (CECGUA), in **Guatemala**.
- ❖ April 27, **2023**. Speech “**Expansion of Companies, Products and Services from Ecuador to Panama**”, at the invitation and organization of the Ecuadorian government agency “PRO ECUADOR”, during the virtual meeting with Ecuadorian business people.
- ❖ February 7, **2023**. Speech “**Panama: Potential Market for Mexico**”, by invitation and organization of the Mexican business association “**Circle of Latin American Exporters**”, during its trade mission in Panama.
- ❖ October 20, **2022**. Speech “**Panama: Potential Market for Peru**”, by invitation and organization of the Peruvian Chamber of Business, in **Lima, Peru**.
- ❖ October 19, **2022**. Speech “**Strategic Business Connection Peru - Panama**”, by invitation and organization of the Panamanian Peruvian Chamber of Commerce, in **Lima, Peru**.
- ❖ August 17, **2022**. Speech “**Live and invest in Panama**”, within the “International Speeches Journey for Business and Investment Panama - Peru”, by invitation and organization of the Peruvian - Panamanian Chamber of Commerce, based in **Lima, Peru**.
- ❖ September 2, **2021**. **International Business and the New Economic Reality in Latin America**, within the framework of the III International Congress of Business, Entrepreneurship and Innovation, organized by the San Mateo University Foundation, César Vallejo University, Vasco Quiroga University and the Technological University Institution of **Antioquia, Colombia**.
- ❖ July 28, **2020**. Speech “**Mexico - Latin America: New Challenges and Post-Pandemic Opportunities to Reinvent International Trade**”, Virtual Forum of International Speeches; organized by the School of International Trade of the Universidad de Estudios Profesionales, Ciencias y Arte (EPCA), located in **León, Guanajuato, Mexico**.
- ❖ May 25, **2020**. Speech “**Mexico, Advantages and Opportunities Doing Business with Panama**”, International Trade Week - Meeting with Latin America; organized by International Trade School of the Universidad Vasco Quiroga (UVAQ), located in **Morelia, Michoacán, Mexico**.
- ❖ December 4, **2019**. Speaker of the **Legal Module within the “Course to start a Microenterprise in Panama”**, organized by the Universidad Tecnológica Oteima, city of **David, Rep. of Panama**.
- ❖ September 27, 28, **2018**. 1st Speech: “**Commercial Opportunities in Panama**” and 2nd Speech “**Panama: The Great Connection - Logistics Platform**”, Academic Forum Punto de Encuentro **2018**, organized by the Universidad Humani Mundial, located in **León, Guanajuato, Mexico**.

- ❖ August 26, 2016. Speech “**Intellectual Property and Franchises, a Relevant Trade Ties Between Mexico, Panama and Costa Rica**”, Business Forum of Franchises; organized by the Mexican consultant FRONTIN and the Secretary of Economic Development and Labor (SEDET); **Monterrey, NL, Mexico.**
- ❖ May 17, 2016. Speech “**Intellectual Property and Business Opening in Panama**”, Business Forum of Franchises; organized by the Mexican consultant FRONTIN; **San José, Costa Rica.**
- ❖ June 28, 2012. Speech “**Legal Certainty, Requirement for the Integral Development of a Country**”, Expo & Latin American Congress SAGSE GAMING PANAMA 2012; organized by the Association of Administrators of Games of Chance; **Panama, Rep. of Panama.**

Some of His Opinion Articles published in commercial printed editions:

- ✚ *Panama: Strategic Commercial Destination for Mexico*, **Estrategia Aduanera**, Mexican foreign trade magazine, Edition No. 121 of December 1, **2022.**
- ✚ *Panama: The Great Connection*, **Capital Financiero**, Edition No. 925, February 24, **2019.**
- ✚ *Doing Business in Panama*, La Prensa; August 19, **2017.**
- ✚ *Business, Services and Taxation*, La Prensa; December 10, **2016.**
- ✚ *Fair play*, La Prensa, July 29, **2015**
- ✚ *Stop corruption!*, La Prensa, December 6, **2014.**
- ✚ *Protest and citizen pressure*, La Prensa, October 23, **2012.**
- ✚ *Legal certainty*, La Prensa, March 30, **2012**
- ✚ *A glance at immigration*, La Prensa, January 31, **2012.**
- ✚ *Panama is fashionable*, La Prensa, November 10, **2011.**
- ✚ *Foreign investment in Panama*, Capital Financiero, August 17, **2009.**

3. Mission, Vision and Identify of Principles and Values.

Our Mission. To facilitate your business connection, to and from Panama.

Our Vision. Being a consistent company that facilitates well-being, creativity and innovation for customers, employees, partners and humanity as a whole, according to the strategic foundations outlined in who we are, mission, principles and values, how we work and benefits.

Our Principles and Values. We assume the commitment to facilitate you our business advisory services, identifying us with the following principles and values:

- | | |
|-----------------------|--------------------------|
| - Ethics. | - <i>Respect.</i> |
| - <i>Quality.</i> | - <i>Responsibility.</i> |
| - <i>Creativity.</i> | - <i>Transparency.</i> |
| - <i>Objectivity.</i> | - <i>Integrity.</i> |
| - <i>Reliability.</i> | - <i>Honesty.</i> |
| - <i>Kindness.</i> | - <i>Loyalty.</i> |
| - <i>Simplicity.</i> | - <i>Good Faith.</i> |

4. How we work?

- We work with *business empathy.*
- We work with *business ethics and doing our best.*
- We work with *affordable and competitive fees.*
- We work with *effective negotiations in the business environment.*
- We work with *advance conflict management.*
- We work with *business legal shield.*
- We work with *written rules of the game.*
- We work by *facilitating legitimate benefits.*

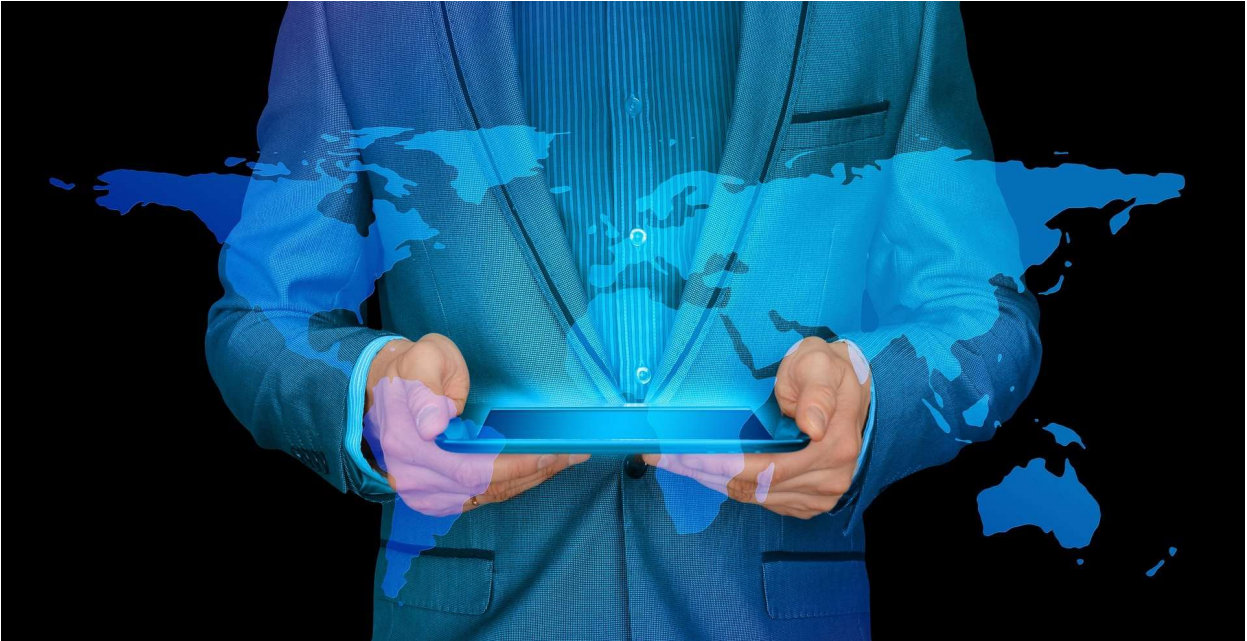
5. What benefits do we facilitate you?

- ✓ Global business connection.
- ✓ Entrepreneurial orientation.
- ✓ Foresight, protection and legal certainty for your businesses.
- ✓ Optimistic and cautious vision of business.
- ✓ Approach to multidisciplinary and comprehensive solutions for your businesses.
- ✓ Outside perspective with independent experts.
- ✓ Internationalization of your company, product or service.
- ✓ International relocation of your residence.
- ✓ Business profitability with return on investment.
- ✓ Reasonable collaboration policies.

6. Who are the target customers of our services?

- Entrepreneurs.
- Business people.
- Micro, small and medium enterprises (Mypimes).
- Large enterprises.
- Suppliers and buyers of goods and services.
- Exporters and importers of goods and services.
- Foreign investors.
- Foreigners interested in living and/or doing business in Panama.

7. What Business Services Do We Offer You?



➤ **Business Legal Shield.**

*We facilitate you measures of foresight, protection and legal certainty for your businesses. **This is necessary to** anticipate and shield you against harmful scenarios that could arise; such as risks, conflicts, criminal proceedings, judicial processes, breaches, complaints, lawsuits, seizure or preventive attachment of property, damages, sanctions, fines, monetary losses, etc. For more information, you can request our summary on the matter.*

➤ **Starting and Operation of Businesses.**

*We facilitate you the foresight of advice and processing, for opening and operating businesses. **This is necessary, in relation to** entrepreneurship, constitution of legal entities (companies, foundations), authorizations, licenses, permits, certifications, registrations, bank accounts, deals, agreements, contracts, regulations, corporate documents, taxes, accounting, properties and assets. For more information, you can request our summary on the matter.*

➤ **International Trade and Business.**

*We facilitate you the foresight of advice and processing, for the various operations of international trade and international business, to and from Panama. **This is necessary in relation to** options, regulations, commercial intelligence, market studies, exports, imports, commercial contracts (sales of goods, distribution, representation, supply, joint venture, license of use, franchises, etc. For more information, you can request our summary on the matter.*

➤ **Business and Investment Opportunities in Panama.**

*We facilitate you the foresight of advice and processing, in everything **necessary to know and take advantage**, adequately, of business and investment opportunities in Panama. For more information, you can request our summary on the matter.*

➤ **Logistics.**

*We facilitate you the collaboration of logistics operators, who know how to make effective, the logistics services you need, to and from Panama. **Logistics management is necessary for** planning, coordination, optimization and reduction of times and costs, in the handling and movement of merchandise, from the distribution center to consumers.*

➤ **Customs.**

*We facilitate you the collaboration of customs brokers, who know how to make effective, the customs services that you need in Panama. **Customs management is necessary for** the procedures that regulate cross-border trade, the entry or import, exit or export of goods, and that are applied at the country's borders, ports or airports.*

➤ **Commercial Connection.**

*We facilitate you **the necessary commercial connection to** commercial intermediation - suppliers, buyers or distributors; business agendas; participation in business roundtables, missions, fairs and commercial exhibitions; business tours and commercial academic tours.*

➤ **Intellectual Property (IP).**

*We facilitate you the foresight of advice and processing, to protect your intangible business assets of greater value (invention patents, utility models, industrial designs, trademarks, copyrights). **The processing of the registration of your Intellectual Property is necessary to** protect it against unfair competition, counterfeiting, plagiarism, piracy and other unlawful uses of products or services. *For more information, you can request our summary on the matter.**

➤ **Sanitary Registration of Products.**

*We facilitate you the foresight of advice and processing, for the regulatory compliance of your products, and in effect, for the protection of the health and well-being of your consumers. **The processing of the Health Registry is necessary so that** your products reach their consumers with quality, harmlessness, safety and efficacy.*

➤ **Immigration and Real Estate Options in Panama.**

*We facilitate you the foresight of advice and processing, for the international relocation of your residence and work. **This is necessary to** know and take advantage, adequately, of immigration and real estate options; and in fact, so that your migration to Panama is regular, orderly and safe; whether for reasons of work, retirement or residence for investment. Likewise, we do this with the collaboration of real estate brokers, experts in the Panamanian real estate market. *For more information, you can request our summary on the matter.**

© 2024. No part of this presentation, may be reproduced in whole or in part, in any manner, without the permission of the copyright owner: **Elvis Anthony Ureña, Business Lawyer.**

We will be happy to serve you!



“We facilitate your business connection to and from Panama”

City of Panama, Rep. of Panama, Punta Pacífica, Bldg. Oceanía Business Plaza, Tower 1000, Floor 49, Office V63, Street Isaac Hanono, **Telephone** +507 308 6965.

Cell. + 507 6609 0352 (**WhatsApp**),

E-mail: eurena@chielspanamaconnection.com

Website: <http://www.chielspanamaconnection.com/>

City of David, Chiriquí, Rep. of Panama, Bldg. Rima, Floor 1,
Office 1, Ave. 1ra. Oeste y Street B Norte, next to Hotel Iberia.

***We are a firm of advisory, consulting and business facilitation services,
in the local and international market.***

***We Also Facilitate your Business Connection with Other Countries
(USA, Mexico, Guatemala, Costa Rica, Colombia, Ecuador, Peru, Chile,
Argentina, Brazil, Dominican Republic, Trinidad and Tobago, etc.); through strategic allies.***