

## Welcome to the BACCF 2020 - Open Mic Membership Committee



Supported by:

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- LinckActiv Marcio Almeida
- MILA Miami International Language Academy Marcelo Daniel
- Effectv Comcast Advertising Ronaldo Albuquerque
- Lepus Logistics Transportes Internacionais Ltda Wilson Coelho
- ERC Consultants, Inc. David Charner
- Equitable Advisors, LLC Fort Lauderdale Rafael Campos, Vanessa Lima e Paulo Mombach
- Tatsuo Consultoria Empresarial Edson Tamamaro
- Walter Colton Consultants Walter Colton e Maiata Pereira
- Indústria e Comércio de Peças para Autos Quality Ltda Margareth Oliveira
- Dra. Rosana Marzullo-Dove, PsyD
- FranPassport Jon Aboitiz
- IMG International LLC Fernando Mello e Juliano de Oliveira
- Marina Barros Hong Kong Trade Development Council
- Abacus Capital Advisors Mauro Ferman



### <u>Click here to watch the video</u>.



CONTACT Q SOCIAL MEDIA VISA INFO LOCATIONS COURSES OUR TEAM STUDENTS

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## JOIN TO SUCCEED! JOIN MILA! 28 06

## LOCATIONS

Thursday

June



**MILA MIAMI** 



**MILA ORLANDO** 



Samba







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Colomb O Inin Lin O

> +1 (786) 585-0665 www.milausa.com

Miami Interna

Language Aca

info@milausa.com



**Miami International** Language Academy

### Legal Services WHAT MAKES YOUR LAW FIRM UNIQUE?

In the legal market, there are often large firms that dominate the advertising share of voice. So how do you get your firm's message to stand out? In a crowded market, it is important to differentiate your business from the competition, and ensure your message is reaching the right audiences. When building that message, a few things to consider are:





Unique selling proposition



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Credibility and authority

It's important to focus on and highlight these factors in every step of the sales funnel, from top-of-the-funnel awareness, through middle-of-the-funnel interest and consideration, to bottom-of-the-funnel intent and purchase.

the

customer

Sources: 1. Nielsen Scarborough USA+ (July17-Nov18), Adults using an attorney in the last year 2. 2019 AudienceSCAN®

#### WHY US?

Effectv is here to help clients achieve their marketing goals. We deliver a new era of TV and digital video advertising to reach audiences through high-quality content on networks like ESPN, HGTV, CNN, and History, at any time, on any device.

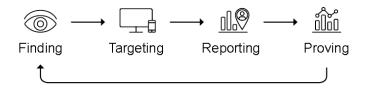
#### Targeted impressions

Reference in the second second

Coverage across platforms and devices

#### Measurable results

Brands choose Effectv because we help them design personalized campaign strategies to maximize budgets and elevate ad effectiveness.



#### HOW WE HAVE HELPED Michael Morse Law Firm

To build its brand and remain top of mind with potential customers, the firm worked with Effectv on an aggressive multiscreen advertising campaign.

#### Strategy

The primary audience for the firm was fairly broad. Effectv's research capabilities helped focus the campaign on a variety of networks and targeted specific geographic zones within the Detroit market.

#### Results

The verdict was clear: the firm saw the total number of leads increase 20-25%, while website traffic grew by 40%.







of legal clients took action in response to a TV ad in the last 12 months.<sup>2</sup>



of attorney clients viewed a cable network in any given week.<sup>1</sup>

For more information: **Ronaldo\_Albuquerque@Comcast.com** (954) 498-6779





### **International Logistics**

- Air and Ocean shipments;
- Door-to-door service;
- Warehousing;
- Customs Clearance;
- Cargo Insurance;
- Hand Carries;
- Serving more than 150 countries
- Control Tower Operations

wilson.coelho@lepus.com.br Ph. 5511996005775 US Ph. 7343536447 www.lepus.com.br

### Some of our Customers















Flora

CASA FLORA





### Future plans – Lepus Florida

ERC Consultants, Inc.

## nts, Inc. SALES MANAGERS COMMUNICATION & STRATEGY

## COACHES

Set goals and lead teams toward achieving them

## STRATEGISTS

Empower sales professionals by guiding design of negotiations

## LEADERS

Communicate goals and listen to team insights



#### Investment products & services<sup>1</sup>

#### **Fixed-income investments**

- Mutual funds (Income-oriented)
- Unit Investment trusts (income-oriented)
- Corporate, municipal and government bonds
- Money markets
- Certificates of deposit

#### **Equity investments**

- Alternative investments
- Mutual funds (growth-oriented)
- Large-cap growth/value funds
- Small-/mid-cap growth/value funds
- International equity funds
- Asset allocation funds
- Sector funds
- Unit investment trusts (growth-oriented)
- Publicly traded stocks

#### **Retirement/education planning**

- Traditional IRAs
- Roth IRAs
- SEP plans
- SIMPLE plans
- 401(a)
- 457(b)
- Roth 403(b) and 457(b)
- Owner 401(k) and Roth 401(k)
- 403(b)
- 403(b)(7) plans
- Pension /profit-sharing
- Coverdell education savings accounts
- 529 plans

#### Investment accounts (traditional brokerage)

Investment advisory programs

 Investments are subject to market risks, will fluctuate and may lose value.

### Equitable Advisors, LLC - Fort Lauderdale

#### **Risk management products & services**

#### Life insurance

- Annual renewable term
- Level term 10-, 15- and 20-year
- Whole life
- Universal life
- Variable universal life
- · Survivorship variable universal life
- Survivorship universailife
- Equity-indexed universal life

#### Annuities

- Fixed (single flexible and immediate)
- Variable annuities (immediate and flexible payment)
- · Group annuities (qualified retirement plans)
- · Equity-indexed annuities

#### **Disability and long-term**

#### care insurance

- Individual disability income insurance
- Group long-term and short-term disability income insurance
- Employer-sponsored Individual long-term care insurance
- Individual and group long-term care insurance
- Business overhead expense
- Disability buyout protection

#### Group health and life insurance<sup>2</sup>

#### **Business continuation programs**

- Key person coverage
- Buy-sell agreements
- · Succession planning
- Business overhead expense
- Disability buyout
- Employee Stock Ownership Plans (ESOP)



#### Financial planning<sup>3</sup>

- · Fee-based financial planning
- Equity compensation (stock option) analysis
- Goal planning
- Personal financial plans
- · Personal financial plans with estate planning
- Educational seminars

#### Benefits

#### **Employee benefits**

- Dental
- Vision
- Life
- Short-term disability
- Long-term disability

#### **Executive benefits**

- Bonus plans
- Deferred-compensation plans
- Split-dollar plans

#### You can receive planning strategies for:

- 1 Asset allocation
- 2 Retirement planning
- 3 Education funding
- 4 Survivorship planning
- 5 Disability income analysis
- 6 Estate planning strategies
- 7 Retirement distribution planning
- 8 Business succession planning
- 9 Employee benefits

# Executive Search, Specialized Selection & Leadership

Finance 
Sales 
Marketing 
Legal 
Logistics 
Supply Chain 
IT 
HR



EDSON TAMAMARO

Phone: +1 407-545-6015 tamamaro@tatsuoconsultoria.com.br



## Easy Shipping | Assessoria e Consultoria em Comércio Exterior a brazilian Walter Colton Consultants' partner

Easy Shipping is a Foreign Trade Consulting and Advisory company, strategically located in the capital of Brazil.

Our location allows easy access to all embassies installed in Brazil, government agencies and major associations of national representation.

#### Our company services are:

Supplier development for Brazilian buyers; Development of global customers, for Brazilian industries (international trader); Tax analysis to import and export business; Analysis of tariff and non-tariff barriers; Analysis of logistics costs; Coordination of sending and receiving samples;; Negotiation of product and general contract conditions; International insurance contracting; Customs clearance management; International door-to-door logistics coordination.

#### >>> EXPORTATION OF CACHAÇA | EXCLUSIVE INTERNATIONAL TRADER <<<

We exclusively represent a cachaça industry, with office located in the Rio de Janeiro city.

#### Features:

- White or silver cachaça; Alcohol content by 40%;
- Distillation of fermented mash from sugarcane juice;
- Stored in stainless steel for approximately 1 year;
- Does not pass through wooden barrels;
- Cachaça is produced in Ouro Branco city, Minas Gerais State;

Bottle: 750ml bottle.

#### **CONTACT US:**

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## Indústria e Comércio de Peças para Autos Quality Ltda.

Indústria e Comércio de Peças para Autos Quality Ltda.

VISIT WEBSITE

Rua Antônio Sabino, Suite 210 Parque Industrial Ibiporã, PR 86200-000 55(43)3158-5000 About Rep Info Map

## About

Gaxetas Quality was founded in 1962. We are one of world leaders in Aramida gaskets and knitted wire mesh gaskets for automotive industry. We set the standard in Europe, South and North America, Middle East and Africa.



## Dra. Rosana Marzullo-Dove, PsyD



Concierge Services | Consulting Services | Corporate Training, Seminars & Coaching Services | Education | Health Care Facilities, Products & Services | Psychologist | Business & Professional Services

#### Dra. Rosana Marzullo-Dove, PsyD

VISIT WEBSITE

912 W. Platt Street, Suite 101 Tampa, FL 33606 (813) 613-8587 About Rep Info Map

### About

Dr Rosana practices in Tampa/Clearwater. She works with couples and adults. Her Clients are entrepreneurs, doctors, lawyers, students with relationship issues, anxiety, depression, grief, acculturation, postpartum, adaption, baby loss or infertility.

## FranPassport

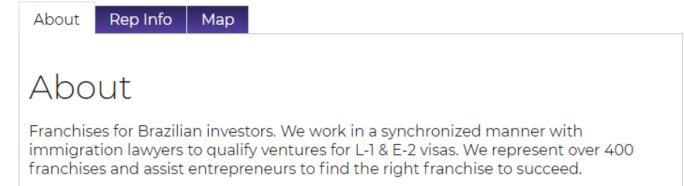


Immigration Attorneys | Corporate Training, Seminars & Coaching Services | Executive Search, Outplacement & Coaching | International Business | Moving Services | Retail Services | Consulting Services

#### FranPassport

VISIT WEBSITE

3232 Coral Way, suite 1603 Miami, FL 33145 (786) 491-8484



## Nossos diferenciais

Consultoria com abordagem pragmática e especializada em:

> Desenvolvimento de Negócios

Projetos de Investimento

Transações de Capital

Suporte qualificado em operações estruturadas Comprovada experiência internacional



Serviços e soluções sob medida

IMG CAPITAL



Alta qualificação, profundo conhecimento e amplo expertise

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Profissionais licenciados nos Estados Unidos



## Marina Barros Director, Brazil

## Hong Kong Trade Development Council

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www.hktdc.com



Our firm was founded on the belief that active and transparent portfolio management leads to outsized returns.



# THANK YOU!

www.brazilchamber.org info@brazilchamber.org +1 (305) 579-9030

