

OUR CLIENTS ISSUE

Our client was a philanthropist from New York City. She owned a very expensive vacation home on a small beautiful Caribbean Island, part of the British Commonwealth. The country had established a policy called “Citizenship by Investment”, (CBI), designed to raise revenue. CBI worked that if you were a foreigner and purchased a newly built residence on the islands for \$400,000 you would receive a passport with virtually no questions asked. People rarely lived in these residences and they became eyesores, they simply wanted the passport. The government approved a 17 building, 170-unit development on four acres of land next to our client’s tropical paradise. Our client wanted it stopped.

DELIVERABLES

We began by educating the residents on the corruption that was occurring with these developments. In our case, the developer promised they would bring over 100 construction jobs to an island with high unemployment. The first thing we discovered was that the developer from China brought his own 100 workers on to the island, housed them in an unsanitary shanty and the only facility was an outhouse that drained into the ocean.

We organized environmentalists from the capital island who were opposed because this was nesting area for a rare sea turtle. We organized the realtors on the island who were opposed because this virtually killed any re-sale of real estate. We organized the locals who did not get the jobs.

Further investigation by us discovered that the Foreign Minister was in the Middle East marketing this program in Libya, Iraq, Syria and Iran, providing British Commonwealth passports with automatic visas to Europe, The United States and Canada. What we did not realize at the time was that the Foreign Minister’s wife was the realtor for this specific development and they stood to make over \$10 million in commissions.

To make matters more interesting, the Foreign Minister created a fake Facebook page putting our photo on the front page and rewarding anyone who “would take care of us”. Our client wanted us to create international media attention on the entire situation.

THE RESULT

We organized the first community meeting held on the island to ever protest the government which was attended by over 100 residents. We worked to get international media attention and three months later, “60 Minutes” ran a headlining story, which resulted in major reforms to the program and a stopping of most of the construction including the project next to our client. And we got off the island safely.