

Fragomen Worldwide Immigration Minute Transcript

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The Complexity of Immigration Services – April 2011

At the core of the practice is one underlying goal, and that is to provide clients the opportunity to move people into a particular location in as fast and effective a manner but in a compliant manner. And as the world has gotten more complex, that has become more difficult.

The firm has devoted all of its resources for the last 50-something years to the development of this particular service line. Right? As a result of that, we have been able to develop processes and procedures which work in terms of high-volume clients.

We've had the opportunity to penetrate and deliver resources which focus on delivering advisory services which are very different to high-volume transactional-type work.

One thing which is for certain there is no standardized process in the immigration environment. There is always complexity, and each client is unique. And it's not possible to just have one standard process for every single client.

Keeping on top of it is done purely by keeping in very close communication with our clients and keeping ourselves understanding what the clients' goals and objectives are, what the clients' needs are, and working very closely with the clients to make sure that they can achieve their objectives. We learn a tremendous amount from our clients every day.