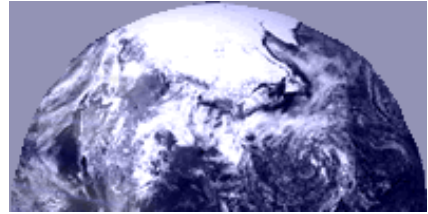


# Thompson Immigration Law Associates

Providing U.S. & Global Immigration Solutions  
to Businesses Around the World



## Firm Overview

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## 1 FIRM OVERVIEW

Thompson Immigration Law Associates is a global business immigration law firm located in Bellevue, Washington. Thompson Immigration handles all immigration needs generated by corporations and professionals for both the United States and other countries around the world.

### 1.1 FIRM SUMMARY

Thompson Immigration is owned and led by P. Robert Thompson. Mr. Thompson is a seasoned attorney with 20 years' experience as both a trial lawyer and a global business immigration attorney with experience with over 30 countries.

Thompson Immigration was established in 2002, in the middle of the last IT "market adjustment" when many immigration law firms who focused on the IT industry were downsizing or going out of business. Despite the existing market conditions, Mr. Thompson was able to maintain and expand an employment-based law firm. This is because of Mr. Thompson's entrepreneurial spirit and his ability to think "outside the box". This ability is best demonstrated by the fact that Thompson Immigration utilizes visa categories that are not commonly used by other immigration lawyers.

This same spirit has kept Thompson Immigration successful during the current "economic readjustment".

### 1.2 OBJECTIVES

Thompson Immigration's objectives include:

- To provide the highest level of service possible so as to set the standard for what companies from around the world expect from a top business immigration law firm.
- To exceed customer's expectations with regard to the timeliness and responsiveness of the firm.
- To develop a relationship with clients that will allow clients to feel comfortable that their and their employees' immigration needs are being met in the safest manner possible, while still maintaining the business goals and needs of the company.
- To provide educational services to clients in the form of immigration updates and free seminars to minimize the chance that clients will commit an error that will expose itself or its employees to liability.

Immigration law is 50% law and 50% human nature. Immigration matters must be presented in a manner that is persuasive, yet easily understood by the immigration or border officer who is reviewing the application. If an immigration officer cannot understand an application, (s)he will be inclined to deny the application.

### 1.3 SERVICES PROVIDED

Thompson Immigration handles all types of business visa or work permit issues to all regions of the world, including:

- Short- and long-term business visas for moving employees across international boundaries.
- U.S. investor visas for both immigrants and nonimmigrants.
- U.S. intra-company transfer visas between existing and newly-established multinational corporations.
- U.S. work permits and other “professional” visas (such as H-1B visas).
- Permanent residency green card applications for foreign workers who wish to remain indefinitely in the U.S. or other countries. This includes permanent residency applications for foreign nationals who marry U.S. citizens.
- Naturalization applications for foreign nationals wishing to become U.S. citizens.
- Defense of companies against law suits brought by the government or employees alleging violations of U.S. immigration laws.

### 1.4 CLIENT SUMMARY

Thompson Immigration has a broad range of corporate and professional clients, including:

- Individual investors and business owners.
- Small to multinational corporations.
- Professionals seeking to work or establish a business within the United States.
- IT Technology firms.
- Manufacturing companies.
- Architectural and other design-oriented firms.
- Hospitals and medical practices.
- Dental practices.
- Import/export companies.
- Private utility companies.

### 1.5 COMPETITIVE EDGE

Thompson Immigration's competitive advantage is based on numerous factors, including experience, specialization, use of cutting edge technology and adaptability.

### 1.6 EXPERIENCE

Robert Thompson brings to Thompson Immigration 20 years' of experience as both a trial lawyer and a business immigration lawyer. Mr. Thompson graduated from the George Washington National Law Center in Washington, D.C., the 12<sup>th</sup> best law school in the United States. He then practiced eight years in Washington, D.C., one of the four toughest markets for lawyers in the United States for some of the largest law firms in the United States, before moving to the Seattle, Washington, area.

Mr. Thompson worked for the Federal government promulgating regulations for the U.S. Environmental Protection Agency. He also has seven years' experience as a trial lawyer and environmental lawyer; but has practiced exclusively business immigration law since 1996.

This combination of governmental experience, litigation and business immigration experience has served Thompson Immigration’s clients well. Thompson Immigration approaches each immigration filing like it is a paper trial, presenting information to government agencies in a manner that reflects a client's needs in the best light possible. This is especially important when dealing with government employees and immigration officers at ports of entry who are not lawyers. *This approach is one reason why other attorneys regularly refer clients to Thompson Immigration or utilize our services in an “of counsel” capacity.*

## 1.7 SPECIALIZATION

Thompson Immigration has specialized its practice in one field of immigration law; namely, business immigration law. This fact is a critical distinction for clients who are seeking immigration counsel. The reason is that very few immigration law firms specialize in business immigration.

U.S. immigration law is a complex and ever-changing field of law. Indeed, many of the regulatory policies enacted by the Citizenship and Immigration Services and other immigration agencies are not promulgated through a formal rulemaking process, but rather through policy memos that are not published. By limiting its practice to business immigration, Thompson Immigration can assure its clients that it is knowledgeable about every new issue arising in this complex field of law.

Most immigration law firms handle every aspect of immigration into the United States, including family-based immigration, asylum cases, refugee cases, and essentially any other type of case that walks in the door.

On the other extreme is the large corporate law firm that has only one or two immigration attorneys on staff. These attorneys rarely practice immigration law on a full-time basis, and oftentimes practice immigration law only as a courtesy to the firm’s large corporate clients. As such, it is difficult for them to keep up with the myriad changes that occur on a monthly and even weekly basis in the immigration field. Those large firm attorneys that do practice immigration law on a full-time basis generally provide limited services to one or two large corporate clients.

This leaves a small percentage of immigration lawyers that specialize in business immigration. Of these, most do not have litigation experience. Moreover, there are only a handful of lawyers in the entire United States that handle immigration matters to countries other than the United States.

## 1.8 USE OF CUTTING EDGE TECHNOLOGY

Thompson Immigration has always used cutting edge technology in its practice, and continues to “push the envelope” in this area. Thompson Immigration was one of the first law firms in the United States to effectively use the Internet as a marketing platform.

Other examples of how Thompson Immigration is using cutting edge technology include:

- Most of Thompson Immigration's communications are handled electronically. This includes the use of electronic questionnaires (or “Data Information Sheets”) and the transmittal of immigration forms and supporting documents in a secure electronic format. Because of this, there is little or no time delay or extra cost associated with Thompson Immigration's communications with either its U.S. or overseas clients.

- Because Thompson Immigration could not find any commercially available immigration forms software that provided the flexibility desired, Thompson Immigration developed its own software platform from which it prepares all of its clients' immigration forms.
- Through its proprietary software system, Thompson Immigration can prepare customized Data Information Sheets that fit the specific needs of each client. In fact, some clients use these Data Information Sheets as a way to ensure that foreign candidates have valid immigration status before hiring them.
- Thompson Immigration has invested heavily into mobile technology. Using this technology, Mr. Thompson can answer telephone calls and emails, and connect to the Internet from anywhere, even in places that do not have WiFi access. He can also prepare documents, and connect and even operate his office computer from anywhere in the world. This allows Mr. Thompson to work on client matters no matter where he is located.
- Thompson Immigration will shortly start making video updates and video seminars which can be viewed by clients at their convenience either on line or on their mobile phones.

## 1.9 ADAPTABILITY

Another aspect of Thompson Immigration that is fairly unique among law firms is how Thompson Immigration adapts its practice to its clients' needs and desires. Thompson Immigration is constantly seeking new ways to modify how its practice is run so it can provide better service to its clients in what we like to consider as an informal "partnership" between Thompson Immigration and its clients. Some examples of specific operational changes that were made at a clients' request include:

- Doing away with a telephone receptionist and having attorneys answer their own telephones.
- Installing a telephone system in which all calls not answered by the office line are automatically transferred to an individual's cell phone.
- Incorporating daily messages on Mr. Thompson's answering service so that clients are aware if Mr. Thompson is in meetings or is otherwise unavailable on any given day.

Thompson Immigration's goal is to be just as convenient to work  
with whether we are located next door or around the world.

## 1.10 FIRM MANAGEMENT

### 1.10.1 MANAGEMENT BACKGROUND

Thompson Immigration is a sole proprietorship established under the laws of the State of Washington. The principal of Thompson Immigration Law Associates, P. Robert Thompson, Esq., has been a practicing attorney since 1989. He has practiced exclusively business immigration law since 1996. Mr. Thompson is one of just a handful of U.S. attorneys who is experienced in global immigration matters. Mr. Thompson has handled business migration matters to over 30 countries.

Mr. Thompson received a Bachelor of Science degree in Chemical Engineering from the University of Maryland in 1982. After working in the chemical industry for three years, Mr. Thompson went to law school at the George Washington National Law Center, in Washington, D.C. This law school was ranked as the 12<sup>th</sup> best law school in the United States. Mr. Thompson worked full-time while attending law school at night. During this time, Mr. Thompson worked on Capitol Hill as a lobbyist on forestry issues. He also spent two years with the U.S. Environmental Protection Agency drafting regulations regarding existing chemicals in the chemical industry.

After graduation, Mr. Thompson worked for eight years in the Washington, D.C. area as a trial lawyer and environmental lawyer. In 1996, he joined a small immigration firm and fell in love with the practice of immigration law. He has practiced business immigration law exclusively since that time.

In 1998, Mr. Thompson convinced a Midwest law firm to open a West Coast office in Seattle. Mr. Thompson managed this office until 2002, when he bought out the office and started Thompson Immigration Law Associates.

Mr. Thompson is a member of numerous immigration and business/trade associations, including:

- American Immigration Lawyer's Association.
- District of Columbia Bar.
- Maryland State Bar.
- International Who's Who of Entrepreneurs.
- National Register's Who's Who of Executive and Professionals.
- Society of Human Resource Managers.
- Northwest Recruiters Association.
- Northwest Entrepreneurs Network.
- World Trade Center.
- Foundation for Russian American Economic Cooperation.
- Trade Development Alliance of Greater Seattle.

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### 1.10.2 FIRM STAFFING

Thompson Immigration keeps its overhead (and consequently its legal fees) low by utilizing staff on an "as-needed" basis across the United States. This takes advantage of the time zone differences for keeping work moving forward quickly. Thompson Immigration also has working relationships with other attorneys who can assist when a large influx of work is received, or when Mr. Thompson is out of the office for an extended period of time. Such flexibility allows Thompson Immigration to maintain sufficient capacity to adapt to any work load.