

Immigration Practice: Essential Strategies for Beginners

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Global School of Corporate Excellence

Parsai Immigration Services



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Immigration

Agenda – Day 2

- Client accounts and relationship management
- Co-counselling: how to approach and work with other RCICs
- How to create a comprehensive service agreement
- Working with agents: pros, cons, and considerations
- Best Practices for RCICs
- Q&A

Client account

- Trust account system
- Taking care of the client's money

Co-counselling

- With another RCIC
- With a lawyer
- Financial matters

Service Agreement

- Please see the template

Working with agents

- Mutual agreement
- Reporting duties
- Potential opportunities and issues

Best practices

- Building trust
- Building your brand
- A Blue Ocean approach
- Managing refusals
- Working with other colleagues

Q&A

- Don't miss gsce.ca/cpd
- Contact Ayyaz Qamar for course-related questions:
 - Email: ayyaz@gsce.ca
 - Cell phone: (647) 325-6678
- Visit settler.ca for news and articles in English and Spanish languages

