



Hong Kong: Turning China into Opportunity

November 8, 2006

Hong Kong Trade Development Council

World Trade Center Utah

David A. Hildebrandt
Kirton & McConkie
1800 Eagle Gate Tower
60 East South Temple
Salt Lake City, UT 84111-1004
Tel. (801) 328-3600
Fax (801) 321-4893
dhildebrandt@kmclaw.com



THREE KEYS TO BUSINESS SUCCESS IN CHINA

(THE BUSINESS SCHOOL MODEL)



Step One
DO WHAT YOU DO BEST !



STEP TWO
DO WHAT YOU DO BEST IN A
NEW ENVIRONMENT
(CHINA)



STEP THREE

DO IT WITH A LOCAL PARTNER!

(THE REAL WORLD SUCCESS MODEL)







- **WHAT ARE WE DOING FOR OUR CLIENTS IN CHINA TODAY?**
 - **Insurance**
 - **Multi-level Marketing**
 - **Oil and Gas Joint Ventures**
 - **Real Estate Development**
 - **Manufacturing**
 - **Food products**
 - **Chinese offshore investments**