

International consultant to governments and "Fortune 500" companies who emphasizes the needs of both private and public interests

Tom P. Sottile, offering a vast global network towards success

«We provide direct access to winning solution for our clients worldwide. Our success is their success»

TORONTO - Relationships. A network that puts into contact the right people at the right time, while identifying places and methods. A wide-spread network that transforms dreams into actual large-scale projects by allowing public and private to come together.

Such is the "magic" of Tom P. Sottile, president and co-founder, together with partner George Longo, of Capital Link World Corp.

International consultant to governments and private companies, such is the correct wording and so-called "institutional" name of his business activities. A field in which he has become, over the years, a true professional. He performs his magic through his telephone and in meetings with others. These are the main tools of his profession; tools capable of bringing together the needs of a national government with the interests of private investors. And so, the creation of a virtuous cycle of interactions able to create wealth while modernising the interested territories. «One aspect is not more important than another within my profession» explains Tom P. Sottile, «What counts most is the network and the relationships. I deal with presidents and ministers from various countries».

Tom P. Sottile, who has a long-term strategic association with Patton Boggs LLP, recounts his experiences with great modesty, but also with pride of someone who has succeeded in reaching such a high level on his own merits. «I've been to the White House, I campaigned for Hillary Clinton during her electoral campaigns, I've met numerous senators along the way and continue to have professional relationships with them,» he continues, «I never imagined I would have reached this point. These are achievements that are beyond one's dreams. Now,

it's common place for me to talk to such people on a daily basis,» he confides, «and, more importantly, they have full confidence in me.»

Tom P. Sottile's story is that of a man like many others, but also of someone capable of looking forward while planning a future that is out of the ordinary. It's the life of an Italian who, step by step, has climbed society and arrived at its peak.

Tom is 100% Italian, born and raised in the boot-shaped peninsula. He feels his Italian personality within his blood,



Left: Tom P. Sottile with Hon. Jim Flaherty, Federal Minister of Finance
Above: Tom P. Sottile with John Infantino, Saro Munafò and Ross Eichberg



«What counts most is the network and the relationships». Throughout his work, Tom P. Sottile continues to expand his network of contacts, from presidents and government leaders to ministers and diplomats from various countries. Left: Tom P. Sottile at the home of The Right Honourable Jean Chrétien and Mrs. Aline Chrétien. Right: With former Costa Rican President and Secretary-General of the Organization of American States, Miguel Ángel Rodríguez. Below left: United States Secretary of State, Hillary Rodham Clinton. Below right: Signing an agreement in Beijing, China



while he admires his "Latin" culture and training as a mark of quality, a standard that is always praised around the world. His bond to his native land, though, has never been a limit and, to the contrary, he feels that he is in fact a citizen of the world. The strength of his roots has actually been the motor which has driven him to create a "goldmine" of global relationships that are capable of interrelating the needs of various countries into wealth and development.

Tom was born and raised in Italy. When he was 10 years old, he immigrated, along with his family, to Canada which explains his impeccable English. But his natural connection to his native land was not cut off as he continued to study in Italy, sometimes even spending long periods there throughout the school year, while returning to Toronto with his parents. At 18 years of age, he moved permanently to Canada.

As soon as Tom P. Sottile

completed his academic studies, he began the life of a consummate workaholic, venturing on a mission to discover a profession that would "take advantage" of his peculiar potential.

Firstly through various government jobs and soon followed by a decision to pursue self-employment. In 1984 he opened a car rental agency that became his main job until 1992. Soon after, in 1997, he founded a company which built and sold pre-fabricated homes to various governments in Africa, Latin America and Asia which in turn provided them for social use initiatives.

From this moment onwards, he began working in his current sector, mainly on small projects, but soon enough realising the overall potential of this professional activity. He began consulting for a variety of American companies. «I began contacting foreign governments,» explains Tom P. Sottile, «I began working for private companies and I would negotiate deals with public entities concerning issues such as taxation, loans and other matters; all said, I would assist them towards entering, in the best and most efficient manner, into new markets». The first countries which he worked for include: Indonesia, China, Venezuela, Australia, United States and Canada.

«Today, I have contacts with numerous governments at all the highest levels, and in particular with the American government,» Sottile continues to recount, «I have the cooperation and a strong alliance

with Patton Boggs LLP, one of the largest association of barristers and lobbyists in U.S.A and particularly with Ross Eichberg - Senior Partner».

Presently, Tom P. Sottile's work consists in assisting private companies and multinationals in entering new foreign markets, in the most efficient manner, by choosing the best areas and working on financing and tax relief. Furthermore, he works with numerous states in planning large infrastructure projects while identifying private companies that would invest in construction in exchange for concessions.

Numerous governments are currently following such development activities, such as Italy, Romania, Bulgaria, Lithuania, Croatia, Spain, Australia, Brazil, Hungary and Turkey.

«We are everywhere and we have talks and meetings at the highest levels, while always guaranteeing the best contacts, financing and the most convenient joint ventures,» he underlines, «Furthermore, we maintain ongoing relationships with clients and contacts who are involved in international security because everything must be completed within the highest legal standards.»

One of the current projects Tom P. Sottile is working on includes the construction of tourist and residential infrastructure planned to be completed for the upcoming Winter Olympics in Vancouver. This involves an investment of about \$800 million. Added to this project, three casinos in the United States; and the construction of new infrastructure

in areas damaged by natural disasters, also within the United States. «We are working on a project, along with the American government, concerning the new manufacturing joint ventures that will provide new jobs for Native Americans,» he adds, «And within the next month, we will open in Canada the largest company involved in factory machinery, automobile, aircraft and other leasing.»

Then there is a significant project that involves Moldova. Tom P. Sottile is working in close contact with the president of Moldova and with their Ambassador to America in drafting a plan for new infrastructure that would cover a total cost of about \$3 billion.

The projects are planned to follow a joint venture formula in conjunction with numerous American companies.

Many projects are being planned with Italy as well, amongst others, one which concerns the export of Italian wines, in particular those orig-

inating from Sicily, into the American market.

Then, there is also the construction of \$20 million worth of infrastructure in Costa Rica. Tom P. Sottile is particularly proud of a current work project that concerns Croatia.

The figures are dizzyingly high at a price of \$1.5 billion and Sottile is negotiating directly with President Mesic for the construction of a five-

star tourist resort in Istrica. «The firm» will be composed of various participating American companies and will allow for a large tourist development, and consequently local employ-

ment, within the Croatian territory. «All in all, we are able to assist companies and bring them to the highest levels. Our work is also valuable for governments,» he concludes, «We also have offices - one in Washington D.C. with our strategic associate Ross Eichberg and another in Rome, in Via Piazza di Spagna managed by Dr. Saro Munafò.»

