

**How to Become
an
Honorary Consul**

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INTRODUCTION

In the years preceding 1994, the number of copies of this Report sold were less than the fingers on your right hand. Buyers were happy to pay the old price of US \$ 10,000 each. Why? Because each of the buyers was successful in achieving their objective. Yes, we had a 100 per cent success rate! Offers of consular appointments were received from Senegal, Ivory Coast, Jamaica, Panama and Costa Rica, among others. The typical applicant received three offers.

Now that a larger number of copies are being sold to a wider audience, the competition may be tougher. But with perseverance, any individual who meets the basic requirements and follows the instructions should still be able to wangle an appointment within a year or two. The price of reliable advice has certainly come down. But you don't really need any help. All the information is right here.

We have seen and followed up on ads offering honorary consul appointments for anywhere from US \$5 000 to \$150,000. Most of these offers turned out to be blatant frauds where the person placing the ads had nothing to offer. Gullible persons who agreed to pay c o d received nothing but a home-made, worthless certificate from a nonexistent country or a make believe religious guru..

This Report was written by an individual who knows what he is talking about and who has had a 100 per cent success rate in getting candidates who read this book appointed by real United Nations member countries.

When you get your letter appointing you consul, please send a copy of it to EXPAT WORLD, Box 1341, Raffles City, Singapore 911745. We will then be happy to tell your story and use your comments (anonymously or using your name if you wish) in a future edition. We also offer you a free one-year subscription to Expat World Newsletter.

Read this book carefully and then prepare your own paper blitz. We are confident that you will receive several interesting offers. Don't be impatient. Bureaucrats often move very slowly. Some responses were received almost a year after the blitz.

Dr. Wonko Wakaris
Expat World

YOU CAN BECOME AN HONORARY CONSUL GENERAL

An honorary diplomat is normally appointed by countries who cannot afford or do not wish to spend the substantial amounts required to set up an office.. Appointing an honorary consul saves them the cost of supporting a staff and sending out their own citizens as full time diplomatic representatives abroad. The work of an honorary consul is exactly the same as that of a career diplomat of the same rank. Typically, this work involves issuing or renewing visas and passports, helping businessmen and tourists with problems, promoting commerce and cultural exchanges, and above all, showing the flag by going to and giving parties. Of course, the honorary consul is expected to put in only a few unpaid hours of non-social business per week. Wining, dining and dancing are the major activities. Smiling and being diplomatic are the major chores.

An honorary consul general may serve his sending country in a major city or his jurisdiction may cover a substantial territory. He, or she, may have within this jurisdiction, lower ranking honorary consuls, vice-consuls and diplomatic Agents. A consul looks after a smaller city or town. The highest ranking foreign diplomat in a receiving country is *an ambassador*, who normally serves only in a national capital. Honorary ambassadors are very rare. But less rare is the situation where a citizen of the receiving country is naturalized as a citizen of the sending country, and then returns to his own country (possibly as a dual-citizen) being appointed ambassador or consul general (not honorary). However, we will not get bogged down in such interesting possibilities on our first pages. The important thing to remember is that most countries appoint honorary consuls. If you like giving parties and having a very active social life, the diplomatic corps or consular circuit may be your cup of tea. The "boss" of a nation's diplomatic corps is usually known as the Foreign Secretary, Minister of External Affairs, or in the US, Secretary of State. He or she stays at home and assists the chief of or sovereign in establishing, terminating or, more commonly, maintaining normal relations with foreign States.

Needless to say, the party givers and party goers of the diplomatic service exist only in cities having a consular corps of more than one person. The largest and most socially active consular corps are found in second string cities like Monaco, Frankfurt, Hamburg, Marseilles, Hong Kong and San Francisco. But wherever there is a yacht harbor or international airport there always seems to be an active consular corps. This group is typically composed of about half career diplomats and half honoraries. Virtually any city with over five hundred thousand people, any cosmopolitan town with foreign commerce or any ethnic community will have a large and active consular corps. Honorary consuls can also be appointed to serve in suburbs or small towns. A country might appoint more than one representative in the same city although, normally, a new appointee would get a lower rank, such as honorary vice-consul. The originally appointed consul general is not in charge of the others. All report directly to the foreign minister in the sending country.

The visible emoluments of office include a plaque for display on the outside of the building where the office and/or residence is maintained, a flag of the country represented, an

official seal for documents, and usually a diplomatic ID card and free consular corps license plate for any cars personally owned by the consul or his wife. Automobile license plates are always issued by the receiving State. Thus the honorary consul of Haiti in Nice, France, would drive a car with CC special plates issued by the Foreign Ministry in Paris. An Ambassador gets CD or Diplomatic Corps plates on his automobile.

An honorary consul does not escape income taxes on his regular professional income, but if the sending government pays him anything, if he gets consular fees for putting his official seal on documents or if he earns a fee for performing a marriage ceremony, these income items would be tax free. Technically, any income of the consulate belongs to the sending country and in an office run by salaried career diplomats such funds are carefully accounted for. But honorary diplomats are usually told to use such incidental income to help defray the costs of running their post.

Of course a career diplomat in a foreign country is exempt from custom duties, income, sales, VAT and other taxes in the host country. An honorary consul can usually take advantage of these benefits too. In the latter case, the tax benefits and deductions are not strictly allowed by treaty, but are often informally granted.

Prestige. Your name is known and for some reason you are now a personage, respected and admired. You are profiled in the press and become a regular in the society glossiest

Some minor tax benefits. Granted, they're minor. But they do exist, and with a little creativity, you could possibly turn tax-free booze and free auto license plates into something bigger.

Business contacts. As a consul, you will be exposed to many economic opportunities and new contacts, especially in connection with your adopted country.

Accordingly, appointment as an honorary diplomat is suitable mainly for professional people or for independent businessmen who have adequate means and flexible schedules. If the president, king or dictator of a sending country visits in person, the honorary consul may well be expected to take a week off to accompany him and help arrange his activities. Without free time and a budget of at least US \$10,000 per annum for such entertaining, one should not even begin to think of seeking an appointment for a major city. A smaller town is an entirely different matter. There is little expense when the total consular corps is five or ten people. In a backwater village the time required to take care of consular duties is similarly minimal.

Step One. A letter extolling your virtues addressed to the president, king or other head of State is the recommended first step. Another similar letter to the minister of foreign affairs is also recommended. Samples of these letters are included with this manual. Naturally, you should change the wording of our suggested text to fit your own situation, background and aspirations.

Normally there is a year or two of correspondence, perhaps a visit or two. Then, after suitable negotiations have been concluded, an impressive scroll or certificate arrives naming you as consul general.

You have received an offer as consul or consul general. The sending country is attractive to you. What then?

The first step to secure your position after getting a letter of appointment is to get an *exequatur*, a document from your own country. This document recognizes you as an officially appointed representative of a foreign government. Normally, this is obtained for you by the ambassador of your adopted country in your own capital city. He generally will need a *No Criminal Record certificate* from the head of police archives in your city of residence. You can speed up the process by mailing your chief of police the letter appointing you as honorary consul, with your compliments and salutations expressing the wish for an early issuance of your certificate of good conduct. Obviously an underworld character can't be on the invitation list to lunch with the cream of local society.

YOU ARE NOW PART OF THE ESTABLISHMENT: HOW TO JOIN THE CONSULAR CORPS

If you are in a city where there is an exciting consular corps organization, you will personally call upon the dean of the consular corps as soon as possible. He is its senior serving member. Call on the telephone for an appointment to see him in person at his earliest convenience. Ask for his advice on becoming an active member of the local consular corps. He will normally invite you to the monthly meetings of the groups, and ask you to pay a small amount of dues. You will in turn receive the official roster with names and addresses of all other accredited diplomats in your province or state. Upon receipt of your *exequatur*, you will be added to this list. This list is used as the guest list for most official functions given by town mayors, provincial or state governors, local universities, military bases and of course the parties given by the individual consuls and the consular group itself. You will find the main activity of diplomats is socializing. In a typical large city you will be invited to several parties per night. With all that free-flowing booze you could become an alcoholic!

Your new friends in the consular corps will soon tell you how to get liquor, cars and other products from their respective countries tax and duty free. They will tell you about discount tickets for diplomats' air travel, and probably how to get all future parking and traffic tickets legally fixed. You will find out about the many perks available to diplomats in your town. Free, reserved parking spaces in congested downtown areas and at airports and train stations. Special consular liaison officers customs who will ease your guests and arriving merchandise through procedures with minimum of formalities! Clothing stores and caterers will provide special discounts for members of the diplomatic or consular corps.