

REAL ESTATE

EXECUTIVE

Miami-Dade and the Beaches Edition

A BUSINESS AND LIFESTYLE MAGAZINE

Hal J. Webb

Steven Cantor

**Steven Cantor Offers Top-Notch
Legal and Tax Services Around the Globe**

Steven Cantor Offers Top-Notch Legal and Tax Services Around the Globe

By Joanie Cox

When it comes to his clients, international tax attorney Steven L. Cantor offers a whole world of services.

Cantor and his law partner, Hal J. Webb, head up Cantor and Webb P.A., a booming Miami law firm focusing on international as well as domestic aspects of real estate, taxation, estate planning and trusts, probate, corporate and commercial matters, as well as foreign investment in the United States.

Handling everything from luxurious yacht purchases to private jets to fantasy homes, Cantor is part of some of the most prestigious deals from Miami to South America. “Our clients

see us as part of the family,” says Cantor. “We’re not just legal and tax technicians. We become their trusted advisors.”

Cantor, who was born in Riverhead, NY, and raised in Miami Beach, deals with many real estate brokerage companies in Miami as well as throughout South Florida. A majority of his practice is comprised of clients from Latin America and Europe. Cantor’s services are also in high demand elsewhere throughout the world.

Cantor prides himself on establishing long-lasting relationships with his clients and offering them a unique edge few

The Cantor and Webb executive staff, from left to right: (standing) Maritza Perez, Ale Urbaez, Lizette Fierro, Mory Amaro, Tina Cornely and Mayted Ontivero, and (seated) Hal J. Webb and Steven L. Cantor.





Steven Cantor at work with real estate paralegal Maritza Perez.

other law firms can.

“We see ourselves as a boutique law firm offering highly individualized service,” says Cantor. “We also provide our clients with a special type of high-class legal concierge service.”

After graduating with a bachelor’s degree in economics from the University of Pennsylvania in 1972, receiving a law degree with honors from George Washington University in 1975, and a master of laws in taxation from New York University of Law in 1976, Cantor then spent a year studying in London. Today, Cantor is part of people’s most precious investments, and at the helm of a skilled law firm, he en-

sure that every part of the transaction runs smoothly.

“Very often we are asked to resolve matters that have not been handled by attorneys lacking knowledge of international tax issues,” says Cantor.

Cantor recalls a client who was buying a multimillion-dollar home and in the process, the seller wanted the client to buy a foreign entity which owned the property rather than the property itself. “This client asked us to protect his interest so that he could purchase the property outright instead,” says Cantor.

Cantor also naturally works very closely with the IRS. “We have a lot of experience dealing with the IRS,” says Cantor. “The IRS and Treasury Department came out with a new law that requires most foreign sellers of property to have tax identification numbers by the time of closing, and many of our clients aren’t aware of it, so we take care of it for them.”

Cantor also acts as an advisor as to how the client should structure his investments as well at times. “When a client is buying a property, they have to take into account how that asset will work with their overall tax and estate plan over all,” says Cantor. “When a client is a non-resident and they’re moving here (and this is the case for many of our clients), we assist them in developing a plan which will minimize the tax cost of their becoming a resident of the United States.”

Cantor, who is fluent in Spanish, and his law partner, Hal Webb, also rely on their strong bilingual team to help get the job done. Mory Amaro, their corporate paralegal, handles the formation and maintenance of offshore and domestic companies, and their real estate paralegal, Maritza Perez, is instrumental to the success of the firm’s real estate practice. The law firm’s office manager, Lizette Fierro, is also an important part of the team.

Cantor also continues to lecture for Realtors, a practice he started in 1984.

He also writes extensively and lectures around the world on the issues of international tax and international estate planning, including serving as a member of the steering committee for the annual Society of Trust and Estate Practitioners (known as STEP) Caribbean Conference.

“Both Hal and I speak in the U.S. and overseas dealing with foreign investors and tax issues,” says Cantor. “We’re also listed with several financial institutions and trust companies as one of their preferred providers of legal services.”

In addition to developing tight business relationships with people all over the world, Cantor studies current events going on in every continent and how they affect business. “It’s really important to understand global trends and what’s going on with the economy on a constant basis,” says Cantor. “For our clients, we’re there for the good and bad times.” Though Cantor and Webb represent several celebrities as well as high-profile people and many wealthy families throughout the world, they’re also very careful to see to it that the matters of these clients remain completely confidential.

“We don’t discuss who our clients are,” insists Cantor. And because of their international niche, Cantor is proud to be a part of something so necessary, yet so rare in the U.S. “We’re international tax attorneys who handle things such as real estate matters and not real estate attorneys who dangerously dabble in international tax. There are probably no more than 50 law firms in the country like ours,” says Cantor. “Most large institutions recognize the quality of our work and our quick responsiveness, and that makes a big difference, because they know what they’re getting when they choose us.” And judging from the company’s incredible referral rate, it’s easy to see how trusted amongst their clients they are.

“Very often, a client will be referred to us to handle a real estate closing, and



Steven Cantor has served in numerous prestigious associations including the International Operations Committee of the National Association of Realtors.

we’ll use that opportunity as a foot in the door to handle their more sophisticated tax and estate planning needs,” says Cantor. “It also often leads us to other referrals.”

On the rare occasion that he’s not working, Cantor, 53, enjoys playing tennis, scuba diving and is a diehard Miami Dol-fan.

“I’ve been known to make bizarre travel arrangements from Europe to Miami just not to miss a Dolphins game,” says Cantor. “I was at the very first game they ever played.” But perhaps what Cantor takes the most pride in is the special relationship he has with the friends he’s made from around the world.

“I have made so many wonderful friendships with people across the globe,” says Cantor. “It’s really an amazing privilege.”

Cantor is currently the chairman of the Miami Branch of the STEP, which is based in London, and also serves as a member of STEP Council. He has served for five years on the Board of Directors of the American Chapter of the International Real Estate Federation (FIABCI), and has been a member of the International Operations Committee of the National Association of Realtors.

Cantor and Webb P.A. is located at 1001 Brickell Bay Drive, Suite 2908, Miami, FL 33131. To learn more about Cantor and his exciting team, visit their Web site: www.cantorwebb.com or contact them at 305-374-3886. ■