



Yani R. Contreras

CONSULTANT

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CONNECT

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Overview

Yani Contreras is a consultant whose practice focuses on international regulatory and transactional matters, particularly in the insurance and financial services industries. She has extensive experience in life insurance and annuities, including variable products, health insurance, property and casualty insurance, travel insurance, surplus lines, and reinsurance.

Yani has participated in regulatory advice relating to:

- Florida's alien insurance law, which allows foreign insurers to sell life and health products in Florida to non-U.S. persons.
- Regulatory compliance by insurance intermediaries in connection with the distribution of U.S. domestic and offshore products and the design of compensation schemes under applicable laws.
- Development of guidelines for the sale of U.S. life insurance policies to foreign nationals, assessment due to the foreign national's country of residence, and the use of foreign entities in connection with the purchase of U.S. life insurance policies.
- Money laundering issues arising in connection with the sale of a U.S. life policy to foreign nationals, including payments to a U.S. insurance company from an offshore trust or other company from a bank account in a foreign financial institution.
- Compliance of private placement life insurance products under applicable laws.
- Regulatory framework applicable to insurtech in Latin America.
- Structure and regulation of offshore captive regimes, including segregated accounts company (SAC) and incorporated segregated account company (ISAC).

Yani also focuses on insurance regulatory matters, including offshore transactions and foreign regulatory compliance, with an emphasis on Latin America and the Caribbean, Europe, and some Asian countries. She has counseled clients in connection with the purchase of offshore insurance products outside their country of residence. She also has advised foreign insurance companies in connection with tax issues that may arise in connection with the sale of offshore products as well as

tax amnesty programs that have been implemented in Latin America.

Fluent in Spanish, Yani also has experience with other transactional work in Latin America, including cross-border and financing transactions, with a particular focus on Mexico. She has advised clients in connection with the Financial Services chapter of the USMCA, which replaced the North American Free Trade Agreement (NAFTA). Further, she has assisted with advising U.S. and foreign companies in Office of Foreign Assets Control (OFAC) and Foreign Corrupt Practices Act (FCPA) compliance matters, as well as U.S. and international anti-money laundering requirements.

(Licensed attorney in Mexico.)

Experience

- General corporate work for global companies in Mexico and select Latin American countries, including incorporation of companies and compliance with investment regulations; drafting of corporate resolutions, commercial agreements, and acquisition agreements; and advice on corporate restructuring.
- Development of guidelines for multinational insurance companies with respect to internal policies and procedures for offer and sale of international variable insurance and annuity products to ensure compliance with insurance, tax, securities, and privacy laws in various Latin American and Asian countries, including Brazil, Colombia, Venezuela, Peru, Ecuador, Argentina, and Mexico.
- Advising clients on laws regulating United States and foreign insurance producers and distributors in connection with their distribution arrangements in Latin America and the Caribbean.
- Analysis of the insurance laws of select Latin American countries, including Mexico and Panama, to assist clients in the creation of an insurance fronting arrangement to permit the sale of insurance policies in those countries.
- Analysis of anti-bribery and anti-corruption legislation in Mexico and other Latin American countries implicated in developing policies and procedures for a multinational company doing business abroad.
- Advising global life insurance and mutual fund company on compliance regulatory issues involved in doing business in Latin America and the United States.

All Insights

11.17.2020 Challenges and Opportunities for Captive Insurance in Mexico
Captive International

09.24.2020 Insurtech Regulatory Developments in Latin America
Business Law Today

01.20.2019 Will North American Insurance Thrive Under the USMCA?
Financial Services Advisor

01.08.2014 Would a Banking Reform Measure Boost Mexico's Economy?
Financial Services Advisor

11.27.2013 How Well Is Mexico's New Anti-Money Laundering Law Working?
Financial Services Advisor

All News

09.24.2020 Insurtech Regulatory Developments in Latin America

09.11.2020 Carlton Fields' Thomas F. Morante and Yani R. Contreras Featured
in Captive Insurance Times

09.10.2020 Carlton Fields Bolsters Insurance and International Practices; Adds
Diverse Legal Team of Tom Morante and Yani Contreras

Credentials

EDUCATION

- Northwestern University, Pritzker School of Law (LL.M., with honors, 2005)
- Universidad Iberoamericana (J.D., 2002)

BAR ADMISSIONS

- Mexico

LANGUAGES

- Spanish

Areas of Focus

PRACTICES

- Business Transactions
- Captive Insurance
- Financial Services Regulatory
- International
- International Insurance Regulatory
- International: Brazil
- International: Latin America
- Reinsurance

INDUSTRIES

- Life, Annuity, and Retirement Solutions