

## Speak to the right people to do business in Cuba, says Aliette Rodz

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In a recent [Focus: Latin America](#) article, "Cuba Opens Further: The U.S. has Continued to Make it Easier to do Business in Cuba," business litigation partner [Aliette DelPozo Rodz](#) says clients who want to do business in Cuba need to be prepared to speak to the right people.

According to Rodz, "there are only three law firms in Cuba that are authorized to do business with foreigners..." Understanding the nuances of the complicated regulatory and legal environment requires finding a Cuban lawyer to work with a client's U.S. lawyer, said Rodz in the article. "And you can't have meetings in Cuba without meeting with the Cuban attorneys and ... [having] a Cuban attorney present."

[Read an online version of the article here](#) (subscription may be required).

### About Aliette DelPozo Rodz

Aliette leads the firm's Cuba Task Force. She's dedicated to assisting the firm's clients with their business prospects in Cuba in light of recent changes in U.S. policy. She counsels businesses facing legal challenges and has significant experience representing Latin Americans and U.S. clients in their business endeavors. [Read more about Aliette here](#).

### About International Latin America

International Latin America is a special report that reaches the subscribers of ALM publications *Corporate Counsel* and *The American Lawyer* twice per year. With in-depth coverage that includes law firm news, corporate deal-making, key legislation and major court cases that impact U.S. firms and their clients, International Latin America interprets Latin America law firm and legal market developments for American business leaders.

### Professionals

Aliette DelPozo Rodz

Francis E. Rodriguez

Olga M. Pina



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## Practice Areas

Administrative Law and Licensing