

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

<http://www.slbt.net/index.html>

**Discover the advantages of working with a lawyer-run “boutique” translation firm!**

**Our translation process: THOROUGH PREPARATION + GREATER ACCURACY = MORE EFFECTIVE RESULTS**

In an attempt to be “all things to all people,” many translation companies accept projects in languages ranging from Afrikaans to Yiddish. Yet these same firms, often lacking the internal language skills to judge the quality of work returned by subcontractors, are left to “pray for the best” about the translation’s accuracy.

**When your case, transaction or business venture depends upon the precise interpretation of the written and spoken word, *caveat emptor* (buyer beware) still reigns in the unregulated translation profession!**

**Your Translator Team**



**ZEL SACCANI, licensed attorney and certified court interpreter,  
and his wife and business partner, KORINNA SACCANI**

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

As a licensed Florida and D.C. attorney and certified court interpreter in Texas and Florida with over fifteen years of experience in the language services field, Zel Saccani has worked with law firms, banks, multinational companies, importers and exporters, mortgage companies, real estate agents and individuals, among others.

**At SLBT, we see translations as TOOLS used to reach certain GOALS.**

### **Expertise**

We don't translate all languages – *only the ones we speak ourselves!*

### **Contact Us**

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<http://www.slbt.net/about.html>

### **About Zel Saccani, licensed attorney and certified court interpreter**

Long before becoming an **attorney, translator and interpreter**, Zel Saccani was fascinated by foreign languages and cultures. Born in the southwestern U.S. state of Arizona, he grew up in Tucson, one hour north of the Mexican border, where he lived until the age of fourteen. While attending the boarding school of Phillips Academy in Andover, Massachusetts, he spent his eleventh grade year in Barcelona, Spain, where he acquired a love and a mastery of the Spanish language.



## SACCANI LEGAL AND BUSINESS TRANSLATIONS

After completing his high school studies in the United States, Zel moved to Los Angeles, California, where he attended Occidental College and graduated *magna cum laude* with a double major in German and Public Policy. At Occidental, he began his translation career by preparing numerous **English translations** for the College and for his own academic endeavors and pursuits.

Upon graduating from Occidental College, Zel worked as a paralegal at a Los Angeles law firm, where he combined his language skills with his interest in the law in order to assist foreign-born clients with their immigration and civil matters. During this time, Zel also assisted the firm's immigration attorneys by translating numerous client documents into English.

In 1995, Zel moved to Florida, where he started working as a paralegal at a Fort Lauderdale law firm. While at the firm, Zel used his language skills to service its main client, a multi-national automobile rental company, with its diverse language needs. His **knowledge of foreign languages** allowed him to translate documents, draft correspondence, and work as a liaison with foreign counsel and consulates on various clients' behalf.

Before attending law school at the University of Miami, Zel studied at the *Università degli Studi di Trento* (Trento University) in northern Italy. During law school, Zel audited Italian and Portuguese classes at the University of Miami's College of Arts and Sciences. He also completed various bilingual (Spanish and English) law classes at the University of Miami School of Law, and won the CALI award for academic achievement for his performance in the University's Spanish Commercial Law class, among others.

After **graduating cum laude** from the University of Miami School of Law in May 2000, Zel passed the Florida Bar in September 2000. One month later, he started Saccani Legal and Business Translations, and he continues to serve as the company's president.

In May 2006, Saccani moved the company to **Brownsville, Texas**, attending the *Centro Universitario del Noreste*, a Mexican law school in the neighboring border city of Matamoros. In January 2011, SLBT opened an office in **Houston, Texas**, and since then, Saccani has become active in that city's international business community with organizations such as the Greater Houston Partnership, World Affairs Council and various bi-national chambers of commerce.

In October 2015, Saccani Legal and Business Translations completed **fifteen years of operations**. Both Zel Saccani and his wife and business partner, Korinna Saccani, look forward to many more years of service to clients from our Houston and Brownsville offices!

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

[http://www.slbt.net/about\\_korinna.html](http://www.slbt.net/about_korinna.html)

### About Korinna Saccani

A native of Chihuahua, Mexico, Korinna Saccani received her bachelor's degree in 1999 in finance from the *Universidad Regional del Norte* (Northern Regional University). In 2010, Korinna received a paralegal certificate from Florida International University in Miami, Florida.

Since 2009, she has been the co-owner and vice-president of Saccani Legal and Business Translations, Inc. At the company, she handles all administrative affairs, such as billing and record-keeping, and also assists Zel Saccani with client contact (via e-mail and telephone). She speaks Spanish and English, and is currently learning German. She enjoys traveling and spending time with family and friends.



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<http://www.slbt.net/compelling.html>

### Four Compelling Reasons to Choose SLBT over Comparable Translation Competitors

#### 1. NO "FUDGE FACTOR" PRICING

For us, "the price is the price," meaning that we charge a consistent per-word rate (**25 cents per word**) for our translations. Unlike other translation companies, we do not engage in "fudge factor" pricing by taking into consideration other potentially subjective criteria, such as the perceived level of difficulty, language combination, deadline, etc.

## **SACCANI LEGAL AND BUSINESS TRANSLATIONS**

Whereas other companies advertise a minimum rate and then increase it based on the aforementioned “fudge factors,” our rate is a maximum from which we routinely discount if circumstances (such as repetition within the document or previously-translated text) allow. In addition, we offer to apply the lower English word count whenever possible for documents translated into Spanish and other Latin languages, which provides our clients with an automatic ten to fifteen percent **(10-15%) discount**.

### **2. NO RUSH FEES**

Because we understand the urgency of your translation, we do not charge rush fees for jobs requiring expedited delivery. At the same time, we maintain an honest and open dialogue with clients in order to discuss the time necessary for an accurate translation. One of our company’s guiding principles is that we don’t charge rush fees, and instead negotiate mutually acceptable deadlines.

### **3. NO-HASSLE SERVICE**

As the president of the company, Zel Saccani responds to all [phone calls](#) and [e-mails](#). You never have to worry about not receiving a call back or e-mail response because the president and owner of the company is the person in charge of interacting with clients.

### **4. NO "WORLDWIDE TRANSLATOR NETWORKS" AND NO TRANSLATIONS DONE FROM OR INTO LANGUAGES THAT WE DON'T SPEAK PERSONALLY**

Most other translation companies boast of their capacity to translate from or into "any language" through their "worldwide network" of language professionals. In our opinion, this approach is fraught with danger because language professionals scattered throughout the world often feel little responsibility or accountability towards the language companies that hire them. In our over fourteen years of doing business, we have seen how other companies routinely struggle with uneven quality, missed deadlines, and even potential breaches of confidentiality. For this reason, we categorically dismiss this approach, and instead prefer to focus solely on the languages that we speak (**Spanish, German, Italian, French, Portuguese and English**), while completing all work on-site.

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<http://www.slbt.net/immigration.html>

**Translations for Immigration**

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

Since 2000, SLBT has prepared translations in support of immigration petitions submitted to U.S. and foreign immigration authorities. These documents often include:

- Birth certificates and marriage certificates;
- Tax returns;
- Articles of incorporation;
- By-laws;
- Reference letters;
- Academic transcripts and diplomas;
- Professional licenses and awards;
- Company charts; and
- Other documents used as evidence for immigration petitions.

SLBT has worked with approximately three hundred immigration law firms and corporate immigration law departments around the United States since the company started in 2000.

Furthermore, as a member of the **American Immigration Lawyers Association** (“AILA”), Zel Saccani frequently attends AILA conferences in order to remain up-to-date on the rapidly-changing immigration field. As a result, SLBT is able to prepare (upon request) concise summary/excerpt translations of lengthy foreign-language documents by extracting the relevant evidentiary facts and information for such cases.

To see an example of sample summary translations with redacted client information, [click here](#).

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<http://www.slbt.net/business.html>

### **Translations for Business Transactions**

Since 2000, SLBT has prepared translations of documents forming the basis for domestic and international transactions, such as:

- Contracts and agreements;
- Letters and correspondence;
- Balance sheets and financial statements;
- Articles of incorporation and by-laws; and
- Other types of documents used in commercial transactions.

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

Often times, parties to a business transaction request (or even require) a translation of relevant documents before consummating a deal. SLBT regularly provides both complete and/or summary/excerpt translations of documents used in such cases.

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<http://www.slbt.net/marketing.html>

### **Translations for Marketing**

Since 2000, SLBT has assisted various clients with their foreign-language marketing needs. In particular, SLBT has worked with major banks, real estate developers, public relations firms and law offices in translating their websites, brochures, and other client outreach and advertising materials into Spanish.

Examples of translated marketing materials include:

- Press releases;
- Client correspondence/outreach;
- Websites;
- Television and radio spots;
- Banners;
- Scripts;
- Posters; and
- Flyers.

SLBT has gained extensive experience in ensuring that the final product is not only grammatically correct, but also convincing and culturally sensitive from a client's perspective.

SLBT's clients have included:

- Law firms;
- Banks;
- Public relations and marketing firms;
- Real estate developers;
- Multi-national companies; and
- Small businesses, among others.

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

<http://www.slbt.net/evidence.html>

### Translations for Evidence

Since 2000, SLBT has witnessed personally how legal cases can turn on the interpretation of foreign-language translations submitted as evidence. On more than one occasion, we have seen how the translation of even one or two words can lead to a different outcome in a client's case.

At SLBT, we understand that legal translations are best done solely by a **licensed U.S. lawyer and certified court interpreter**. For that reason, all work is prepared by Zel Saccani, J.D., without the assistance of subcontractors or machine translation, in order to reach the requisite quality while maintaining confidentiality.

Lawyers and other professionals understand that legal translation is best tackled by those with a background in the law. Having attended law school in both the U.S.A. and in Mexico, Zel Saccani combines his thorough grasp of legal concepts in both civil and common law jurisdictions, along with his strong writing skills (honed as former Editor-in-Chief of the *University of Miami International and Comparative Law Review*) in preparing timely and accurate legal translations.

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<http://www.slbt.net/summary>

### Summary/Excerpt Translations

Since 2000, SLBT has prepared thousands of summary/excerpt translations (the latter being a complete translation, albeit only of client-relevant information) of lengthy documents.

Often times, the entire content of the document is not needed, which allows for omission of less-relevant "boilerplate" provisions and focus on more-pertinent client-related information. Some examples of documents that lend themselves to summary/excerpt translations include:

- Lengthy notarial deeds used to form and amend companies and undertake other corporate changes;
- Contracts, agreements and other documents with substantial amounts of "boilerplate" language;
- Bank statements and financial documents; and
- Legal and arbitration decisions.

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

For these reasons, summary/excerpt translations are both significantly cheaper and faster than a complete translation. At the same time, it is always a good idea to ask the recipient in advance whether that type of translation is acceptable.

To see an example of sample summary translations with redacted client information, [click here](#).

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<http://www.slbt.net/process.html>

### Comparison of SLBT's Translation Process to Other Translation Companies

If a client uses a larger translation company, that client is paying for:

- Expensive office rent (often times in a major city center), presentation and other forms of overhead;
- Support/administrative/marketing staff; and
- One to two translators, *plus* one to two proofreaders, *plus* one to two project managers, *plus* one to two editors...

If a client uses SLBT, that client is paying for:

- Built-in support/administrative/marketing staff (two-person husband and wife team); and
- One translator, who at the same time acts as his own proofreader, project manager and editor (*four functions for the price of one!*)

You might ask: Isn't it better for four people to work on a project instead of than one? Not necessarily. During medical operations, often only one surgeon operates. At trial court proceedings, one judge normally presides. We know of no compelling reason why a translator who is also sufficiently diligent about proofreading, project management and editing cannot handle all four jobs at once!

***Our result: greater accuracy and consistency, a more polished work product and higher probability of a better outcome!***

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

<http://www.slbt.net/interpreting.html>

### Interpreting

As a **certified Florida and licensed Texas court interpreter**, Zel Saccani has valuable experience in interpreting in both formal and informal settings, utilizing the following modes of interpreting:

- **Simultaneous** (interpreting what speakers say as they speak);
- **Consecutive** (interpreting what speakers say based on notes taken);
- **Over-the-phone** (interpreting on the phone); and
- **Escort** (less-formal interpreting for a specific person or group).

Saccani combines both language proficiency and in-depth knowledge of social science-related subject areas such as law, business, politics, history and economics. This combination, along with his honed listening ability and public speaking skills, makes Saccani a valuable asset when choosing an interpreter for legal or business settings.

To view Saccani's active Texas court interpreter license, [click here](#)

To view Saccani's active Florida court interpreter license, [click here](#)

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<http://www.slbt.net/pricing.html>

### How does SLBT charge for its translations?

Translators in the United States normally charge based on the word count. For translations into Spanish, SLBT regularly uses the lower English word count, which *automatically saves* the client approximately 10-15%, given that Spanish uses at least 10-15% more words than does English.

Since January 1, 2013, SLBT charges **25 cents per word** for its translations.

For immigration lawyers and individuals requiring translations for U.S. immigration authorities, SLBT regularly puts together “**package prices**” covering the translation, notarization and regular U.S. mail (or courier package) to the client's offices.

[Click here](#) to see a price list of our translation and interpretation services.

## SACCANI LEGAL AND BUSINESS TRANSLATIONS

[Click here](#) to read a description of our pricing policy (*Frequently Asked Questions*).

Feel free to [send us your document](#) for a free price quotation.

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<http://www.slbt.net/delivery.html>

### **Delivery of Translations**

As a “boutique” translation company *without subcontractors*, SLBT does not assemble teams of translators to work on projects. Instead, we accept only those jobs (normally 50 pages/25,000 words or less, if for complete translation/500 pages or less, if for summary/excerpt translation) that [Zel Saccani, J.D.](#), can handle internally and without subcontracting.

On average, we are able to complete projects within the following periods:

**Up to 750 words:** *Second business day*

**Up to 1,000 words:** *Third business day*

**Up to 1,250 words:** *Fourth business day*

**Up to 1,500 words:** *Fifth business day*

We ***do not*** charge rush fees, and immediately assess our availability before submitting price quotations.

If we cannot complete the job within the client’s requested time period, we will advise the client immediately. Conversely, once we have accepted a job, clients have our word that we will honor the delivery date and submit the translation with the requisite quality.

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<http://www.slbt.net/contact.html>

### **Contact Us**

**SLBT - Saccani Legal & Business Translations, Inc.**

#### **Our Mailing Address**

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