HOW TO BE AN INTERMEDIARY IN THE MINING BUSINESS

(AND NOT DIE TRYING)

AUTHOR:

OSCAR ESTEBAN CHINCHILLA

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ACKNOWLEDGMENTS

To Romina,
because when everything seemed to tell me to stop, you whispered for me to keep going.
Among so many voices of doubt, your faith was the only map that led me forward.
This book exists because you believed in me before I believed in myself.
If one day my words serve to open a path in someone else's life, it will be because you first opened the path for me—with your patient, stubborn, radiant love.
To you, who are certainty when everything else is uncertainty.
The love of my life, my root, and my future.

To Santiago,
who appeared on my path not by chance, but by that secret logic of life when two wills cross.
You offered me your hand from the very first day, not out of calculation, but with an open heart. And in this rough business, full of smoke and broken promises, that is worth more than any contract.
Since then we have been building, stone by stone, word by word, with the stubborn faith of those who believe everything can be built if no one gives up.

AUTHOR’S INTRODUCTION

Many people come to mining thinking that being an intermediary is a quick road to wealth. They see the millions in lithium, copper, or gold projects and believe that with just a couple of phone calls, they can close a life-changing deal.

I used to think that way too. And I won’t lie to you: that illusion is real, because mining intermediation **can** generate real money. But the difference between those who succeed and those who drop out is not luck—it’s knowing how to move.

I wrote this book with you in mind—maybe you’re just starting out, maybe you’ve joined WhatsApp groups where everyone is offering “magical” mines and “Chinese” buyers, and you’ve gotten excited about six-figure commissions. I know what you feel: excitement mixed with anxiety, and that constant question: *“Is it possible?”*

The answer is yes, it is possible. But it’s also tough, full of smoke and people with nothing real to show. You will receive fake documents, you’ll be offered non-existent mines, you’ll waste time in dozens of conversations that go nowhere. And more than once, you’ll want to quit.

But if you understand the **unbreakable laws of the intermediary**, if you learn to separate the real from the smoke, and if you persist long enough, you’ll discover that this business pays—and it pays very well.

My goal is to guide you so you don’t die in the attempt: to help you understand how to speak, what to show, what to ask for, how to protect yourself, and how to be ready when the real opportunity shows up. Because it will show up. And when it does, you must be prepared.

Welcome. This may be the beginning of your journey in mining. And if you walk it with patience and seriousness, you won’t just earn money—you’ll earn a place in an industry that moves the world.

CHAPTER 1

THE 7 UNBREAKABLE LAWS OF THE MINING INTERMEDIARY

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Law 1 – No papers, no mine
If a project doesn't have a concession title and at least a basic technical report, it's not a project—it's just a story. Pushing smoke will burn your reputation forever.

Law 2 – Don't exaggerate what you cannot prove
Claiming that a deposit has infinite reserves without evidence is the fastest way to lose credibility. Transparency sells more than showmanship.

Law 3 – Guard traceability
The owner must be clear and verifiable in the mining cadaster. If you can't follow the chain of ownership, there's nothing real to offer.

Law 4 – Share enough, not everything
Giving away too much sensitive information can cost you the deal. If you disclose full names, exact locations, or even case numbers without protection, someone else can bypass you and close directly with the owner.

Law 5 – Rumors are not contracts
"I have a Chinese buyer" or "a Swiss fund reached out" mean nothing without documents. If it can't be documented, it doesn't exist.

Law 6 – Time is money
Chasing weak projects wastes months. If the paperwork isn't in order, cut ties quickly and move on to the next one.

Law 7 – Your reputation is your greatest asset

In mining, memory is long. Every time you push smoke, your name sinks. Every time you bring something real, your name increases in value.

CHAPTER 2
THE LANGUAGE OF THE MINING SECTOR

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One of the biggest mistakes an intermediary makes is speaking without understanding. In mining, technical language is the first test: if you master it, you earn respect; if you don't, you get dismissed in a minute.

◈ Resources vs. Reserves

- **Resource:** What is estimated to exist underground, but not yet proven to be economically extractable.
- **Reserve:** The portion of the resource already proven to be extracted profitably.

☞ Clear example: "I know there is water under my yard (resource), but until I drill a well and can use it (reserve), it's just a guess."

◈ Ore Grade

Grade is the concentration of mineral in the rock.

- Expressed in **g/t (grams per tonne)** for precious metals.
- Expressed in **%** for industrial metals such as copper or nickel.
- Expressed in **ppm (parts per million)** for lithium, rare earths, uranium.

☞ Example: **5 g/t Au** means that for every tonne of rock, there are 5 grams of gold. It may sound small, but it's excellent for a gold mine.

◈ Technical Standards: NI 43-101 and JORC

- **NI 43-101:** Canadian standard, widely used in Latin America.
- **JORC:** Australian standard, strong in Asian markets.

Both serve to provide international credibility to a project. Without one of these, large funds won't even look at a file.

☞ Example: presenting a mine without NI 43-101 is like trying to sell a house without a deed.

◈ Basic Studies a Buyer Expects to See

1. Geological report (samples, grades, maps).
2. Basic environmental report.
3. Valid concession title.

☞ You don't need to show everything from the beginning. The key is to prove that real documentation exists.

◈ How to Speak Without Sounding Amateur

- Don't say *"there's a lot of gold"* → say *"samples indicate X g/t Au."*
- Don't say *"it's a giant mine"* → say *"inferred resources are X tonnes with X% copper."*
- Don't say *"I have a Chinese buyer"* → say *"we have an institutional buyer interested, with a proven history in smelting."*

☞ The difference between sounding serious or sounding like smoke lies in the words you choose.

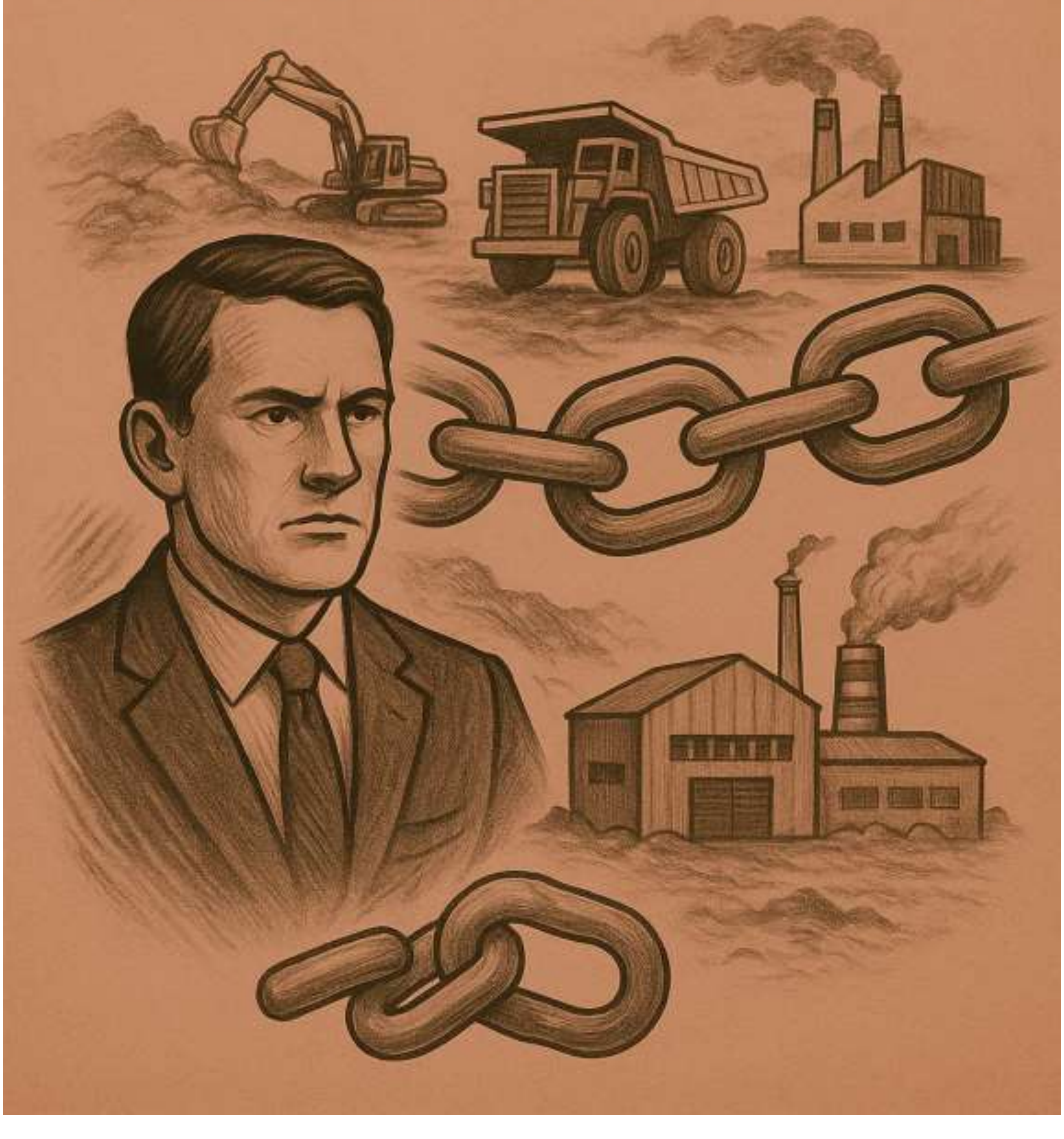
Conclusion of Chapter 2

The intermediary who takes the time to learn this basic vocabulary stops sounding improvised. You don’t need to be a geologist or an engineer, but you **must** speak the language of mining.

With these key words, you move from being “just another one” to someone who understands how the negotiation table works.

CHAPTER 3

THE REAL INDUSTRY CHAIN



CHAPTER 3 – THE REAL INDUSTRY CHAIN

One of the biggest mistakes novice intermediaries make is believing they are the main players.
The truth is, in mining the intermediary is just one piece of a long chain—and it only works if you respect your place.

Let's break down this chain step by step:

💎 1. The Mine Owner

The original source.
They may be:

- A junior exploration company.
- A medium or family-owned company with concessions.
- The State (in countries where mining is nationalized).

👉 The owner is the one who can truly sign contracts, grant access to reports, and close deals.

The problem: Many intermediaries never speak to the owner, only to "contacts of contacts" that get further and further from the source.

💎 2. The Intermediaries

These are the "brokers" or facilitators.

- Some have direct access to the owner (the valuable ones).
- Others are just “pass-throughs” who forward PDFs and WhatsApps without control (the ones who pollute the market).

👉 Your job is to avoid becoming another pass-through. If you can’t talk to the owner or a verified representative, your role is diluted and your credibility vanishes.

💎 3. The Investor

The one who puts money in to develop or buy part of the mine.

Examples:

- Investment funds (Canada, USA, Europe).
- Larger mining companies looking to expand.
- Banks or family offices with appetite for commodities.

👉 Investors don’t move on faith; they move on solid technical reports (NI 43-101, JORC, environmental studies).
If you bring smoke, they won’t just reject you—they’ll never take your calls again.

💎 4. The Buyer

Different from the investor.

- The buyer purchases production (concentrates, ore, refined metals).
- Examples: copper smelters in China, gold traders in Switzerland, battery manufacturers in Korea or the USA.

👉 The buyer doesn’t want the mine, they want the product coming from it.

That’s why they always ask: *“How much do you produce per month?”* rather than *“How many resources do you have?”*

🔷 5. The Smelters and Refineries

They transform the ore into final product.

Examples:

- A copper smelter turns concentrate into 99.99% Cu cathodes.
- A gold refinery turns doré into LBMA-certified bars.

👉 Many serious buyers already have contracts with refineries. An intermediary who promises *“I’ll find you a refinery”* without knowledge ends up looking irrelevant.

🔷 6. The Market

Finally, the product reaches:

- Metal exchanges (LME – London Metal Exchange, COMEX – New York).
- Industrial companies (Tesla, Samsung, etc.).
- Governments (for strategic reserves).

👉 Understanding the market helps you speak seriously about prices, discounts, and trends.

⚠️ Where does the intermediary really fit?

The intermediary is not:

- A mine owner.
- An investor.
- The final buyer.

👉 The true role is to **connect a real owner with a real investor or buyer**, while ensuring information only flows as needed and protecting your commission.

The problem: Too many intermediaries believe they are "exclusive mandates" when in fact they're just the third contact in a WhatsApp chain. That's where they fail.

📌 Practical Example

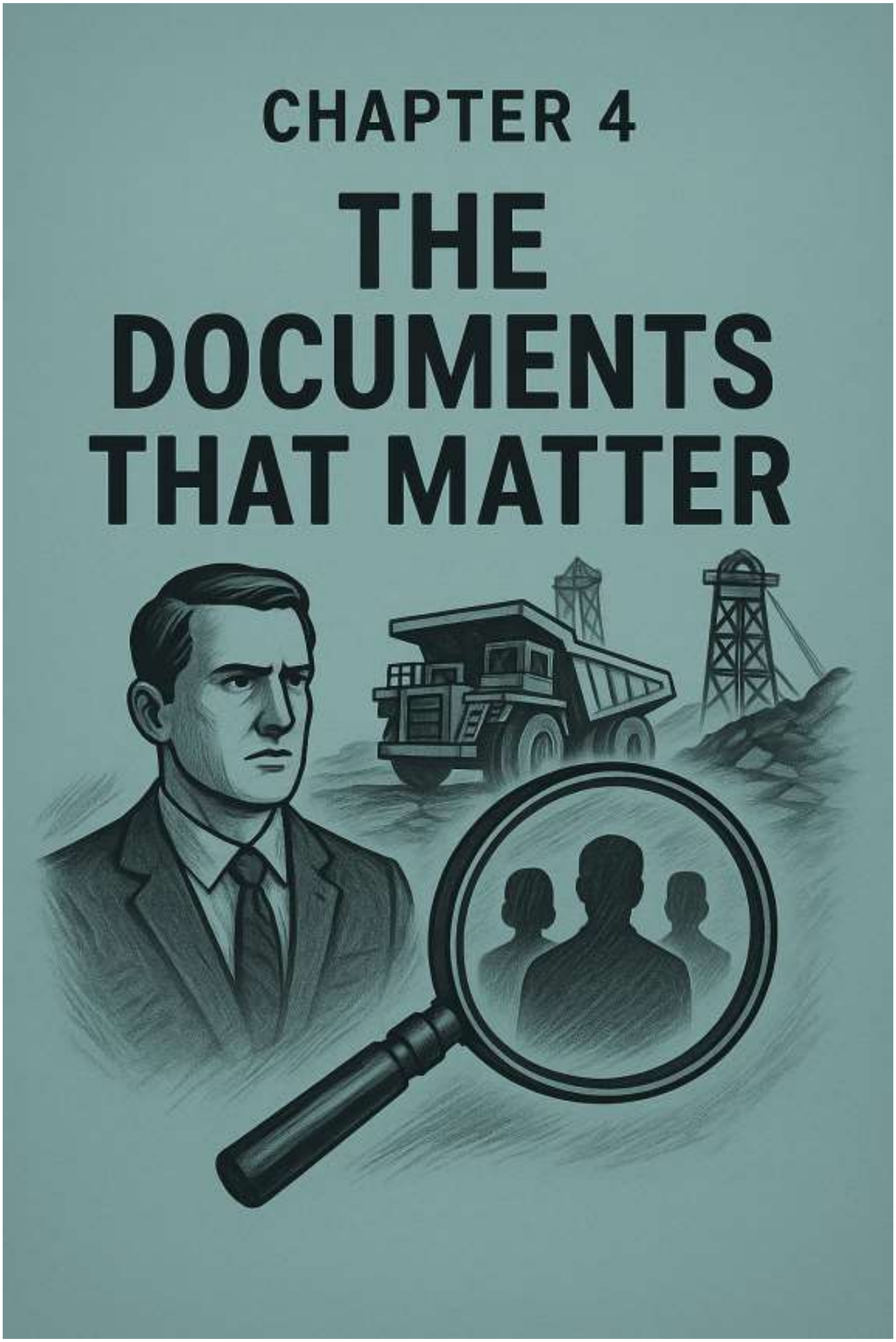
A copper mine owner in Peru has 20,000 tonnes of resources.

- **The serious intermediary** prepares a package of basic information (title + NI 43-101 + environmental summary) and presents it to a Canadian fund interested in juniors. He earns his commission if the investment is signed.
- **The pass-through** forwards an unverifiable PDF to 20 WhatsApp groups and promises "hundreds of thousands of tonnes."
  Result: No one takes him seriously.

✅ Conclusion

The mining chain is long and complex, but there's only one place where the intermediary truly has power: when they filter out the fake, protect the real, and connect the right parties.

Those who respect their role win.
Those who try to be protagonists without documents, die trying


CHAPTER 4
THE
DOCUMENTS
THAT MATTER

CHAPTER 4 – THE DOCUMENTS THAT MATTER

In mining, documents are the border between what's real and what's imaginary.
A serious intermediary is distinguished from an amateur by whether they request, review, and understand the papers.
If you don't, you won't just waste time—you'll be branded as someone who doesn't know what they're doing.

💠 1. The Mining Concession Title

The most important document.

- Issued by the State, official, and listed in the mining cadaster.
- Defines who the legal owner of the area is.

👉 If there's no title, there's no mine. Simple as that.

💠 2. Technical Reports: NI 43-101 and JORC

- **NI 43-101 (Canada):** Technical disclosure standard used worldwide.
- **JORC (Australia):** Equivalent standard, strong in Asia and Oceania.

Both guarantee that reported resources and reserves have international credibility.
A project without these reports is seen as preliminary or "junior."

👉 Example: a Canadian investor will never put money into a project without an NI 43-101.

◈ 3. Geological and Assay Reports

- Sampling, drill holes, maps, certified laboratories.
- Even if they aren't a complete NI 43-101, they serve as proof that the project is real.

👉 Watch out: if the lab isn't accredited, the numbers don't count.

◈ 4. Environmental Studies

- The Environmental Impact Assessment (EIA) or equivalent is key to knowing if the project is viable.
- Without environmental permits, a project can be blocked even if it has millions in resources.

◈ 5. Letters of Intent (LOI)

- An LOI shows interest, but it's not a guarantee.
- It can serve as a starting point, but only if it comes from a real company.

👉 A fake LOI is the favorite trap for those who want to look serious without being so.

◈ 6. Confidentiality Agreements (NDA / NCNDA)

- Protect sensitive information.
- But beware: an NDA doesn’t make a project real. It only protects what you share.

👉 Never deliver full information without one.

◈ 7. Commission Agreements (IMFPA)

- Document that specifies how the intermediary’s commission will be paid.
- Not magic: it only works if the main contract is signed.

👉 Common mistake: believing that an IMFPA alone guarantees payment. It doesn’t. It only ensures that if the deal is closed, your share is recognized.

✅ Conclusion

A serious intermediary knows how to distinguish between papers that open doors (title, NI 43-101, environmental reports) and papers that are just “filler” (meaningless LOIs, random NDAs).

If you learn to filter, you’ll save time, gain credibility, and avoid being used to parade around information.

📋 Key Document Checklist for a Mining Project

Step 1 – What proves ownership

1. Mining Concession Title ☑
    - Official document, verified in cadaster.
    - The foundation of any project.

    👉 Without this, don't move forward.

Step 2 – What protects information before revealing more

2. NDA / NCNDA ☑

- Signed before sharing NI 43-101, JORC, or complete technical reports.
- Ensures your role as intermediary is protected and prevents circumvention.

Step 3 – What proves geological potential

3. Preliminary geological report ☑

- Maps, sampling, initial drilling.

4. Certified lab assays ☑
    - Results of rock or brine samples.
5. NI 43-101 or JORC report (if available) ☑
    - Only after NDA.
    - The star document for funds and institutions.

Step 4 – What proves legal and environmental feasibility

6. Environmental Impact Assessment (EIA) ☑

- Complete or in process.

7. Basic environmental permits ✅
    - Water, land use, local permits.

Step 5 – What secures your commission

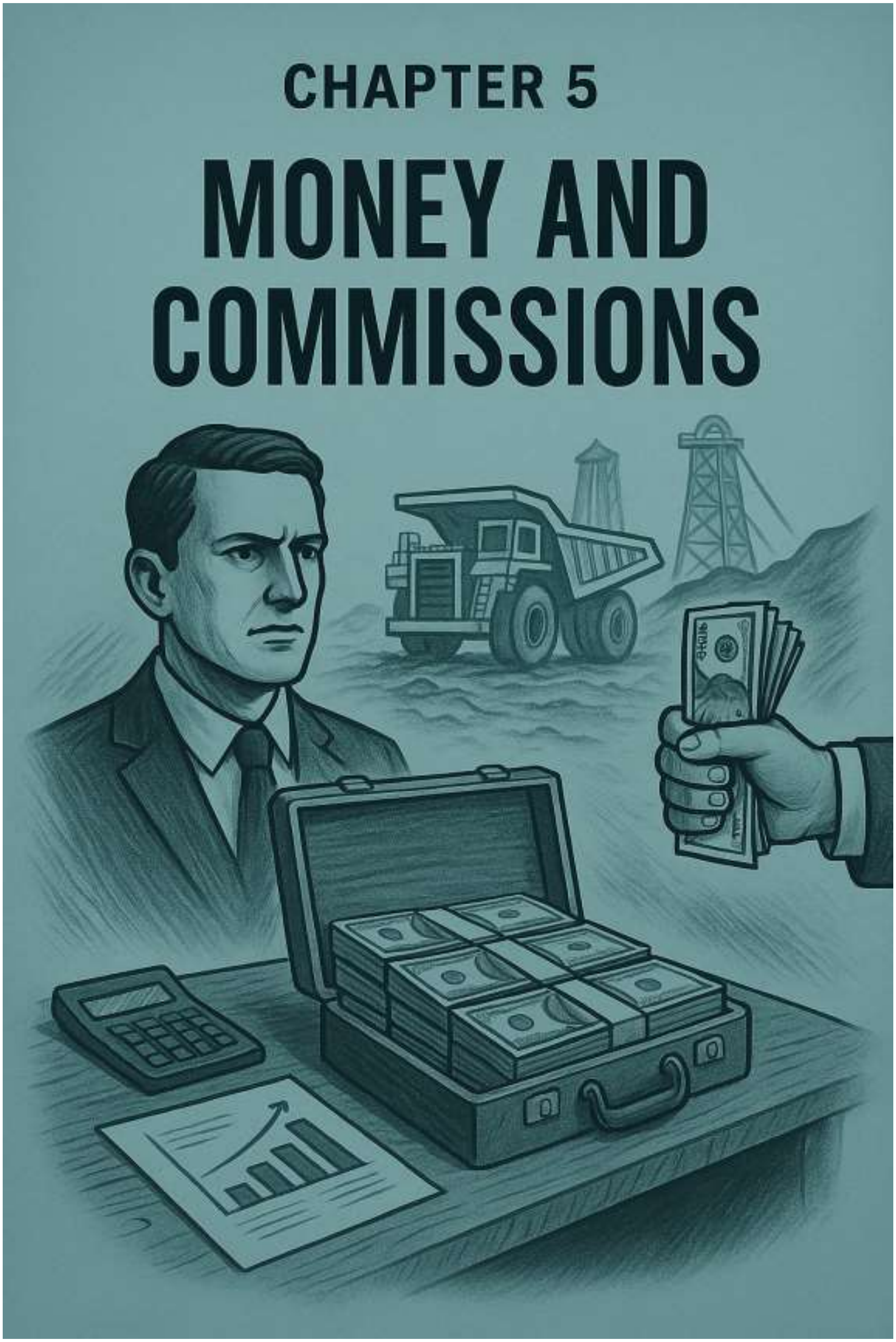
8. IMFPA / Fee Agreement ✅

- Signed when there’s real interest and parties are at the table.
- Never earlier—asking too soon shows insecurity.

📌 Recommended Order for Presenting to an Investor/Buyer

1. Concession Title (to validate existence).
2. NDA (before releasing sensitive details).
3. Geological report + assays (first technical backup).
4. NI 43-101 / JORC (only if NDA signed).
5. Environmental study + permits (once interest is established).
6. IMFPA (when deal is in advanced negotiation).

✅ With this order, you protect your role and don’t give away critical information for free.


CHAPTER 5
MONEY AND
COMMISSIONS

CHAPTER 5 – MONEY AND COMMISSIONS

Most people enter the mining business attracted by the size of the commissions. Millions are talked about in fees, but almost no one understands how they're structured—or more importantly, **when they're actually paid**.

🔷 1. How does a commission work in mining?

- Normally set between **1% and 10%** of the deal value.
- It can be based on the **total deal** (e.g., mine sale) or on the **investment amount** (e.g., a fund financing exploration).
- It's never automatic: commissions are only paid if a contract is signed and the transaction executed.

👉 Example:
A fund invests **USD 10 million** in a lithium mine.
If your fee is **3%**, you earn **USD 300,000**. But if the deal doesn't close, you earn **nothing**.

🔷 2. Documents that secure your commission

1. **NCNDA (Non-Circumvention, Non-Disclosure Agreement):**
   - Protects against being bypassed and cut out of the deal.
   - Useful, but not an absolute guarantee—you need to enforce it.
2. **IMFPA (Irrevocable Master Fee Protection Agreement):**

- Document in which all parties acknowledge your fee, to be paid by the bank upon closing.
- Works only if attached to the main contract (SPA, JV, investment).

👉 Common mistake: thinking that a signed IMFPA alone guarantees payment. Without a main contract, it's just paper.

◈ 3. Common commission structures

- **Mine sale:** fee between **2% and 10%**.
- **Joint Venture / Investment:** fee between **1% and 3%** of the invested capital.
- **Production purchase (offtake):** fee between **0.5% and 2%** of invoiced sales.

◈ 4. Mistakes that leave you unpaid

- Trying to collect before the deal closes.
- Asking for absurd fees (no one pays 10% on a large transaction).
- Failing to sign NCNDA/IMFPA and relying on "word of honor."
- Getting into deals where you don't know the owner or the investor.

◈ 5. The uncomfortable truth: 90% never get paid

Most intermediaries never see a dollar because:

- They don't validate projects.
- They don't filter buyers.
- They don't protect themselves legally.
- They expect to close million-dollar deals on their first try.

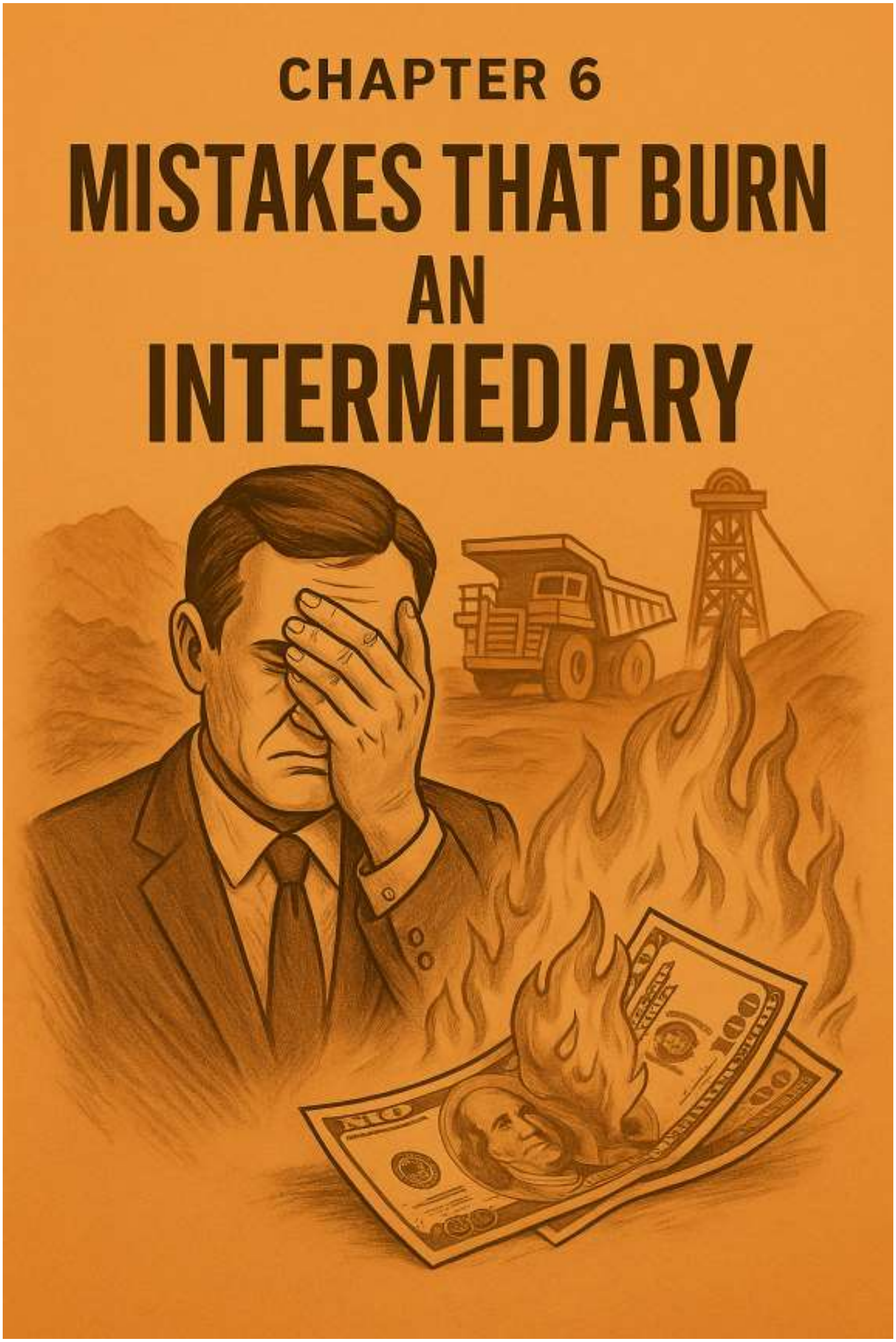
👉 The ones who get paid are those who understand the process and have patience.

✅ Conclusion

The money in mining is real—and big.
But it only materializes if the intermediary plays their cards right:

1. Brings **real projects**.
2. Connects them with **real investors/buyers**.
3. Protects themselves with **NCNDA/IMFPA**.
4. Has the patience to wait until the deal closes.

Everything else is just smoke.


CHAPTER 6
MISTAKES THAT BURN
AN
INTERMEDIARY

CHAPTER 6 – MISTAKES THAT BURN AN INTERMEDIARY

In mining, more than in any other sector, your name is your greatest asset. Once you burn it, there’s no turning back.

Many aspiring intermediaries fail not because they lack contacts, but because they make mistakes that push them out of the game.

◈ Mistake 1 – Promising impossible tonnages

Saying *“I have a buyer for 1 million tonnes”* or *“this mine produces 10,000 tonnes of gold”* is the fastest way to make sure no one takes you seriously.

☞ In mining, reality is always measured in reports, not promises.

◈ Mistake 2 – Offering without verification

Forwarding a PDF without knowing where it came from, without checking the cadaster, or without speaking to the owner is the most common mistake.

☞ Result: you waste your time, other people’s time, and your reputation.

◈ Mistake 3 – Inflating commissions

Asking for 15% on a multimillion-dollar mine sale is the same as painting the word “amateur” on your forehead.

👉 The market has unwritten rules: asking for too much means you’re out.

🔶 Mistake 4 – Failing to use NDA/NCNDA before sharing sensitive information

Revealing an NI 43-101 or disclosing the full name of the owner without legal protection is an open invitation to be bypassed.

👉 If it happens to you, no one will give you your place back at the table.

🔶 Mistake 5 – Lacking patience

Mining deals take months or even years. The intermediary who expects to close in weeks ends up frustrated and burned by impatience.

🔶 Mistake 6 – Burning the contact

Sending the same project to twenty WhatsApp groups ensures the owner finds out, gets angry, and shuts the door on you.

👉 In mining, discretion is worth more than publicity.

🔶 Mistake 7 – Believing “more intermediaries” means more chances

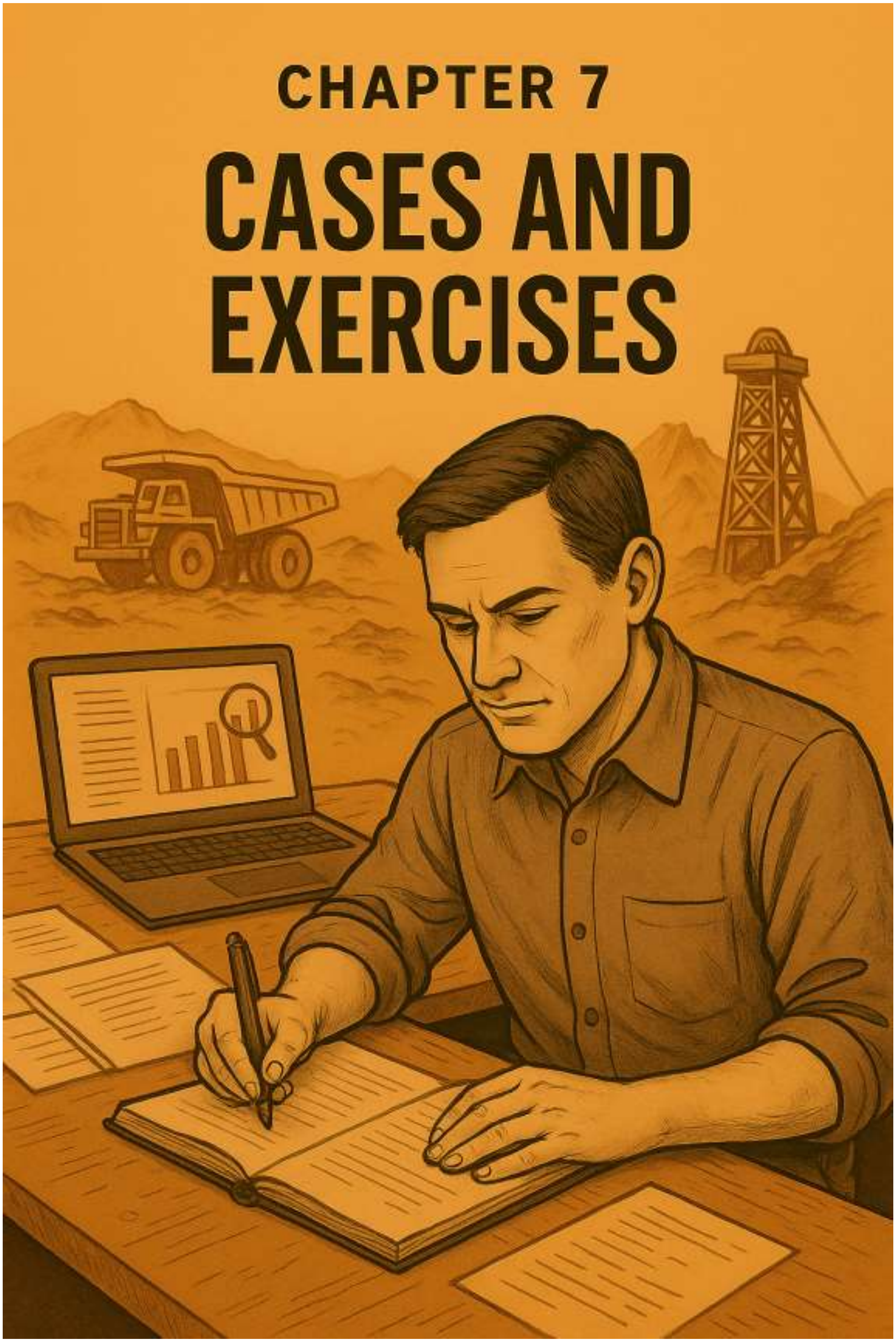
When a deal has 6, 7, or 10 intermediaries in the chain, it never closes.

👉 The more intermediaries, the more smoke and less trust.

✅ Conclusion

An intermediary who learns to avoid these mistakes is already halfway to success.
The key is not just having projects—it's about moving with respect, patience, and strategy.

In this business, the survivors are those who understand that **prestige is worth more than a quick fee**.


CHAPTER 7
CASES AND
EXERCISES

CHAPTER 7 – CASES AND EXERCISES

The difference between an amateur intermediary and a professional lies in how they analyze information.
That's why in this chapter we'll practice with real-life inspired cases (fictional but based on common situations) and simple exercises to train your eye.

📝 Case 1 – Suspicious LOI

You receive an LOI from a supposed lithium buyer. The document:

- Has no official letterhead.
- The company doesn't appear in any registry.
- The signatory uses a generic Gmail account.

❓ Exercise: What would you do?
✅ Expected answer:

- Verify if the company exists in official registries.
- Discard the document if there are no real data.
- Never present the owner to such a buyer.

📝 Case 2 – Ore Grade

A gold project presents the following information:

- Grade: 3 g/t Au.

- Resources: 500,000 tonnes.

❓ **Exercise: Calculate the total grams of gold in the deposit.**
✅ **Result:**
3 g/t × 500,000 t = 1,500,000 grams of gold.
= 1,500 kg of gold.
≈ 48,200 ounces (spot value ≈ USD 100M, approx.).

👉 Learn to make quick calculations: a good intermediary knows how to translate "g/t" into money.

📝 Case 3 – The Rushed Investor

A fund asks to see the full NI 43-101 before signing an NDA.

❓ **Exercise: What should you do?**
✅ **Expected answer:**

- Don't deliver the full NI without an NDA.
- Show a controlled executive summary instead.
- Explain that sensitive information is only shared after confidentiality is signed.

📝 Case 4 – The Impossible Deal

A broker says: *"I have a Chinese buyer who pays 20% above market and advances the entire amount in cash."*

❓ **Exercise: What do you think?**
✅ **Expected answer:**

- No one pays over market price in commodities (they're traded at market with small discounts or premiums).
- Promise of full upfront cash = classic fraud.
- Discard immediately.

🎲 Role Play – You Are the Intermediary

A copper mine owner gives you a preliminary report and asks you to connect him with a fund. You must:

1. Prepare a one-page executive summary.
2. Request an NDA from the fund before giving more details.
3. Define your fee (e.g., 3%).

👉 This exercise trains the minimum presentation structure that can save you from looking unprofessional.

📊 Quick-Calc Toolkit for Intermediaries

5 Quick Calculations You Must Know:

1. **Gold (g/t → ounces):**
   Example: 2 g/t Au in 1,000,000 t → 2,000,000 g = 2,000 kg ≈ 64,300 oz.
2. **Silver (g/t → tonnes):**
   Example: 100 g/t Ag in 500,000 t → 50,000,000 g = 50,000 kg = 50 t.
3. **Copper (% → tonnes):**
   Example: 1% Cu in 100,000 t → 1,000 t of copper.
4. **Lithium (ppm → tonnes of carbonate):**
   Example: 800 ppm Li in 1,000,000 t → 800 kg Li → ≈ 4.25 t LCE (Li_2CO_3 eq).

5. **Quick valuation:**
    - 1 oz gold ≈ USD 2,000.
    - 1 t copper ≈ USD 8,500.
    - 1 t LCE ≈ USD 12,000.

👉 Being able to do these calculations on the spot gives you instant credibility.

⚠️ 5 Red Flags to Watch For

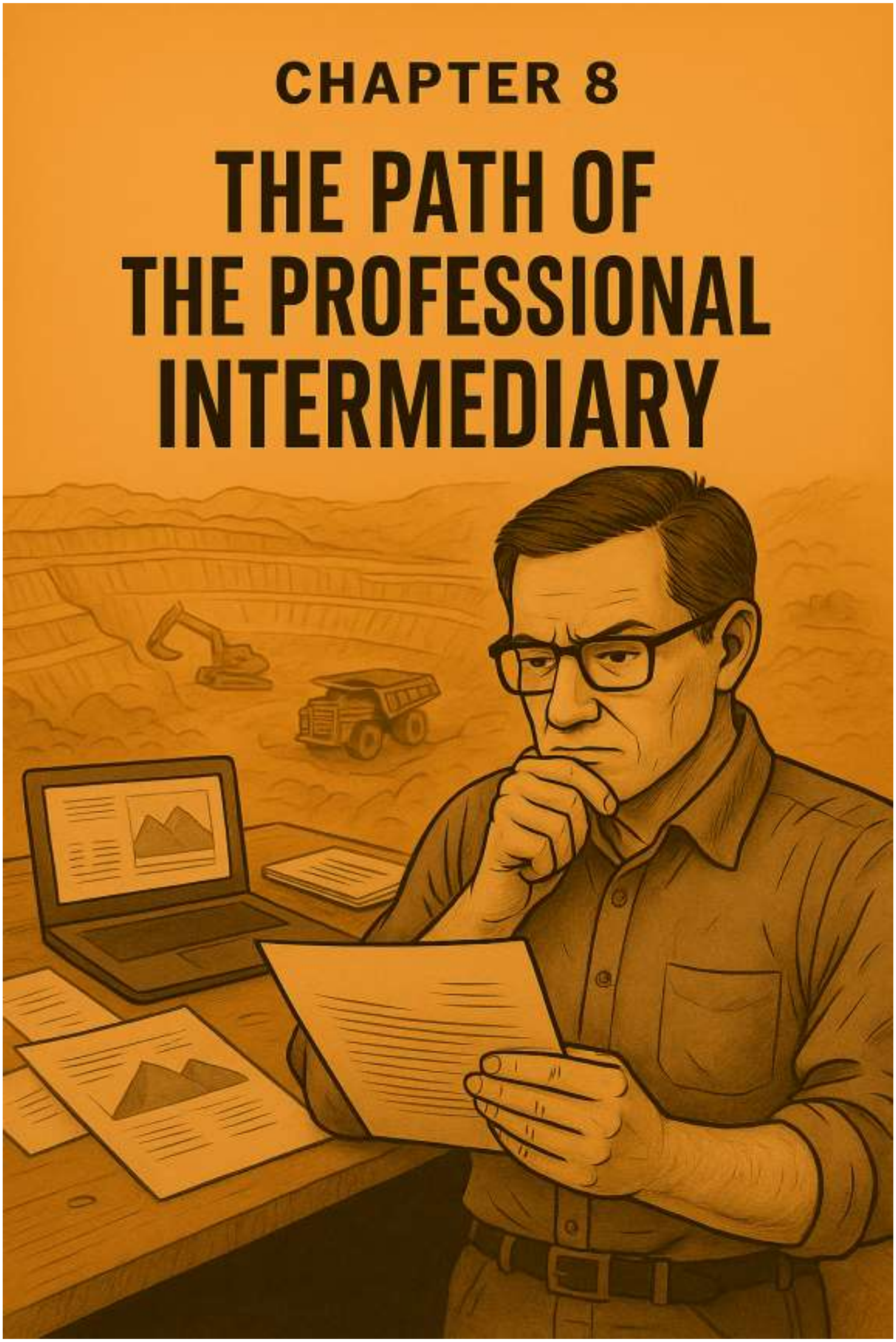
1. An LOI with no letterhead or verifiable company. 🚨
2. Promises of “magical prices” (20% above or below market). 🚨
3. Absurd commissions (10%–20%) in large deals. 🚨
4. Too many intermediaries in the chain. 🚨
5. Requests for upfront money “for management costs.” 🚨

👉 If you see 2 or more of these red flags, run.

✅ Conclusion of Chapter 7

This toolkit doesn’t replace experience, but it does prepare you.
The one who practices these calculations and learns to spot red flags saves months of frustration and protects their name.

The successful intermediary is the one who arrives at the opportunity ready to decide in minutes—not weeks.


CHAPTER 8
THE PATH OF
THE PROFESSIONAL
INTERMEDIARY

CHAPTER 8 – THE PATH OF THE PROFESSIONAL INTERMEDIARY

There comes a moment in every intermediary's life when they ask themselves:
"Is it worth continuing?"

After months of chasing projects that don't exist, receiving fake LOIs, talking to phantom buyers, and waiting for answers that never arrive, the temptation to quit is enormous.
And this is where your destiny is defined.

Most give up along the way.
90% burn out, get frustrated, and end up saying *"this is all smoke."*
But the 10% who keep insisting, who train themselves, who filter, who learn to protect themselves… that 10% gets paid. And not just small amounts. They earn commissions that can change a life.

◈ From Amateur to Professional

Being an intermediary isn't about forwarding PDFs or talking about millions you've never seen.

Being an intermediary means knowing how to filter.
It's having the courage to say *"this isn't worth it"* even when it hurts.
It's protecting your name as your greatest capital.

A professional doesn't need to talk too much: they speak little, but with real documents in hand. And in mining, that is worth gold.

◈ The Price of Patience

Mining deals are slow. They're like planting on a mountain: the seed takes time, the weather is harsh, the soil is difficult.
But when the harvest comes, it pays for generations.

The professional intermediary understands that every day they endure, every contact they protect, every document they validate brings them one step closer to a real deal.

◈ The Meaning of This Path

It's not just about money, although the money is big.
It's about professional dignity—about having earned a place in an industry that doesn't forgive improvisers.
It's about winning a seat at a table where few ever arrive.

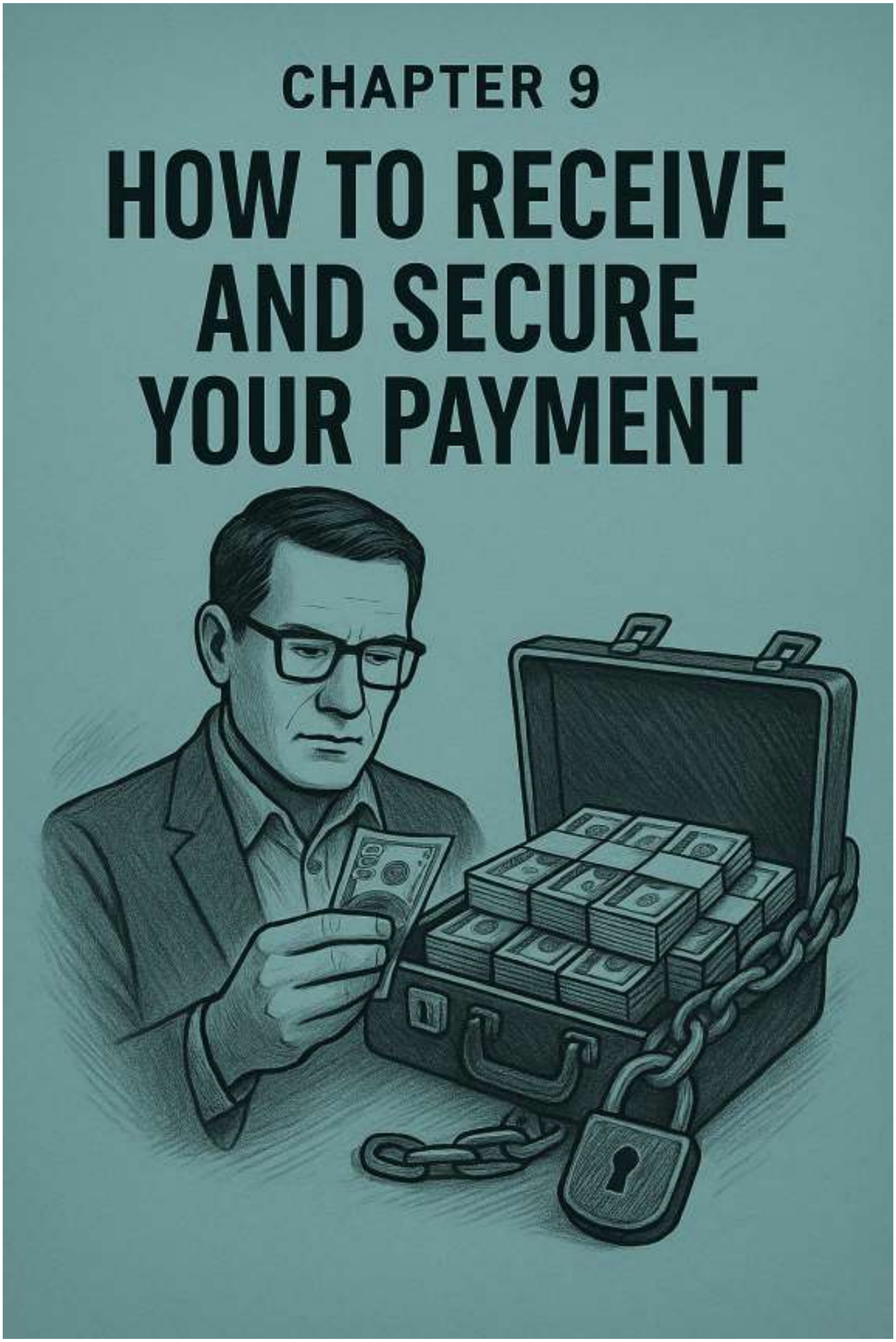
◈ The Final Message

If you're reading this and still doubting, keep this idea in mind:
The secret is not luck.
The secret is being ready when the opportunity shows up.

That real client, that serious fund, that mine with proper paperwork… sooner or later, they appear.
And when they do, your job is simple: don't hesitate, don't improvise, don't burn yourself.

Be prepared.

Because in the end, the difference between dying trying or succeeding as an intermediary doesn’t lie in what you dream, but in what you do each day to be ready.


CHAPTER 9
HOW TO RECEIVE AND SECURE YOUR PAYMENT

CHAPTER 9 – HOW TO RECEIVE AND SECURE YOUR PAYMENT

In mining (and in any commodity), closing a deal does not mean you get paid.
The real challenge begins when you need to ensure that your commission actually reaches your account—clean and legal.

🔷 1. The Written Agreement

- **IMFPA (Irrevocable Master Fee Protection Agreement):** signed between buyer, seller, and you.
- **NCNDA:** protects you against being bypassed.
- Always tied to the main contract (SPA, JV, Offtake).

👉 Without this, your fee is just a verbal promise.

🔷 2. The Most Common Payment Channels

- **International bank transfer (SWIFT):** the most common. Requires a serious bank account, preferably in USD.
- **Escrow account:** a third party (bank, law firm) holds the money and releases it when conditions are met.
- **Trust or fiduciary structure:** in big deals, trust accounts are used to automatically distribute payments.

💠 3. Banks and Jurisdictions

- **Traditional banks (HSBC, Citi, Santander):** secure but strict with compliance.
- **Boutique banks and fiduciaries in Switzerland, Panama, Miami, Dubai.**
- Always evaluate KYC / AML (compliance against money laundering).

👉 Opening an offshore account can be key to handling large amounts and receiving payments without roadblocks.

💠 4. Recommended Structures

- **LLC in the USA (Delaware, Wyoming):** practical and globally accepted.
- **Company in Panama or Uruguay:** flexible, good for Latin America.
- **Holding in Europe (Estonia, Ireland):** useful for digital invoicing and lighter taxation.

👉 It's not about evasion—it's about structuring so that your commission enters legally and without risk.

💠 5. Mistakes to Avoid

- Giving your personal bank account: risk of freezes or blocks.
- Accepting crypto payments without a contract: you could lose everything.

- Failing to declare income where required: sooner or later, it catches up with you.

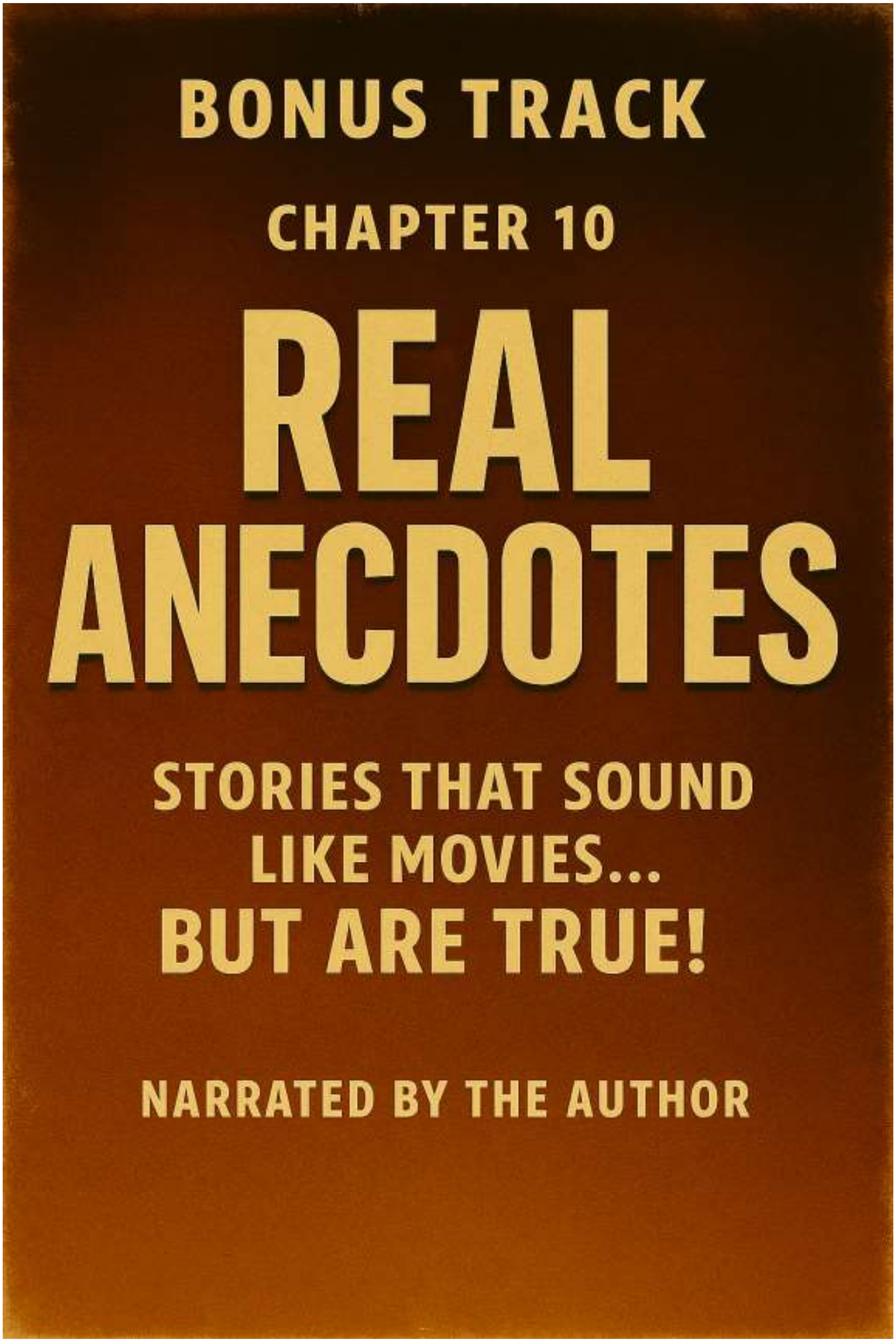
💠 6. The Intermediary’s Mantra

A deal isn’t closed until the commission is in your account.
And the commission doesn’t arrive by itself—it must be protected with contracts, structures, and trusted banks.

✅ Conclusion

Being an intermediary is not only about connecting parties—it’s also about knowing how to collect without losing your payment along the way.

Those who don’t build their payment structure will eventually end up watching others enjoy the fruits of their effort.


BONUS TRACK
CHAPTER 10
REAL ANECDOTES
STORIES THAT SOUND LIKE MOVIES...
BUT ARE TRUE!
NARRATED BY THE AUTHOR

CHAPTER 10 – BONUS TRACK: REAL ANECDOTES

This chapter is different. You can take it as a bonus track within this book.
Up until now, we've talked about concepts, structures, contracts, strategies, and the realities of international trade and mining intermediation. But now I want to invite you into another dimension: that of real anecdotes.

Let's be clear from the start: even though some of these stories may sound like something out of a movie, they all really happened. These are experiences told by mandates, sellers, and intermediaries who have been on the battlefield—in negotiations that mix million-dollar opportunities, oversized egos, legal risks, and even almost absurd situations.

I will not give names or surnames. Confidentiality and respect are fundamental in this business. But behind every story, there is a real protagonist and a true scenario. What you are about to read reflects just how unpredictable this world can be: promises that disappear overnight, buyers who actually had no purchasing capacity, businessmen arriving in private jets to sign deals that never materialized, mines valued at hundreds of millions offered on napkins, and handshake agreements that lasted longer than notarized contracts.

If you're thinking about diving into mining intermediation and international trade, this chapter is also a warning: you must be prepared to coexist with the unexpected. Because this isn't just about contracts and financial structures, but about dealing with people, contexts, cultures, and egos that sometimes seem taken straight out of a novel.

Read these stories for what they are: testimonies that show both the rawness and the magic of this profession. They are tales that, while incredible, truly happened. And if you decide to dedicate yourself to this world, maybe tomorrow you’ll have your own anecdote to tell.

ANECDOTE 1 – THE IRON DEAL THAT NEVER HAPPENED

It all started with a promising message:
"I have a direct iron buyer, requires 200,000 tons per month on an annual contract."
The sentence sounded like an epic business deal, the kind that could mark a before and after.

My partner and I decided to move forward. Within a few days, we received a LOI on letterhead—dubious in origin, but just enough to open the door. There was a broker with a strange name, unknown in the circuit. We decided to give him the benefit of the doubt.

We mobilized what seemed impossible: miners, logistics, preliminary contracts, marathon meetings. Everything was moving toward the big definition. The final step: close details of price and shipment, discuss whether it would be CIF or FOB, adjust shipping costs. It all looked like a flawless script… until the trap appeared.

In the middle of the meeting, one of them dropped the bomb:
—"So, how are we going to split the commissions?"

We looked at each other. The answer was obvious: seller group and buyer group, each with their share. But this man insisted:
—"No, we're also part of your group."

The confusion was absolute. How could they be buyers and at the same time demand part of the seller's commission? The explanation was a mess worthy of a soap opera: the brother-in-law of the factory owner in

China wanted to be paid separately, plus four other people supposedly involved, plus different commission splits.

The truth was simpler: three of those supposed actors never spoke in the calls, nor contributed anything. They were just shadows connected on Zoom or WhatsApp, waiting for a stroke of luck to grab a piece of the pie.

The deal, as expected, collapsed. No iron, no contract, no shipment. Only a lesson burned into memory:

“Always, always define commissions from the start. Otherwise, you could spend weeks setting up a deal that never actually existed.”

ANECDOTE 2 – THE BUSINESS GROUP THAT TURNED OUT TO BE A SCAM

We were contacted by a supposed business group with more than 20 years in the mining market. The man leading the group spoke with impressive confidence. He projected the image of a tycoon: one day from Peru, another from Mexico, then from Brazil. His life seemed like permanent jet-set. Photos in airports, calls from luxury hotels, stories of millions in past operations. The whole show was set up to build trust.

At first, the facade worked. The guy promised to buy and sell mining concessions, spoke of international capital and immediate deals. His speech was convincing, and for a while, he made us believe there was real backing behind him.

But sooner or later, the mask fell. The supposed "entrepreneur" wasn't buying or selling anything. His real game was another: the recent trend of mining concession monetizations.

The Day the Mask Fell

The lie became evident during one of the many calls. He told us he would introduce us to an international investment platform, and that their legal representative would formalize the contract.

When the man appeared on screen, the scene turned grotesque. He was an older gentleman, Mexican, who couldn't even articulate a clear explanation. Every time we asked about the contract, he answered with

evasions:
—“No, the contract is only seen when the mine owner goes to sign.”
—“No, we can’t show anything before that.”

The aura of mystery they tried to create was actually confirmation that it was all a farce. If they truly had capital, contracts, or backing, there would be no reason to hide the basic documents of an operation. That was the unmistakable signal: we were facing a well-disguised scam.

How the Monetization Scam Works

The scheme is like this:

1. They promise the mine owner they can monetize the concession in financial markets, using the value of estimated resources in a report (NI 43-101 or similar) to generate a “financial instrument.”
2. They offer an irresistible deal: “We’ll pay you 1% of your mine’s value every month,” for years, without the owner moving a single rock.
3. What they don’t explain is the fine print: contracts force the owner to give up exploitation rights, representation, or even partially mortgage the concession. In some cases, they ask for upfront “structuring fees.”
4. The outcome is almost always the same: the owner never sees the promised monthly payments—or if they do, it’s only the first one as bait. After that, the flow stops, the mine gets trapped in a shady financial scheme, and the concessionaire loses time, opportunities, and credibility.

The Collateral Damage

This fake entrepreneur played exactly that game. When we introduced him to concession owners, he promised to be a buyer. He talked about closing million-dollar deals, immediate payments, investors waiting. But at the last minute, he flipped the script: instead of buying, he tried to "sell" them a monetization scheme.

The result was disastrous. We looked bad with several mine owners who had trusted our word. What they expected was a serious buyer; what they got was a scammer disguised as a global businessman.

The Lesson

In mining, as in everything, appearances deceive. Expensive suits, plane rides, and big words don't guarantee anything. If someone promises monthly money in exchange for "monetizing" unexploited resources, you need to read the fine print and understand it's probably financial smoke.

The takeaway is clear:
When someone promises too much and hides the contracts, the only thing they want is to take what's yours while giving you nothing.

ANECDOTE 3 – THE SNIPERS AT THE ANTIMONY MINE

The trip was to Mexico. The appointment: visit an antimony mining concession. The plan seemed simple: arrive, talk to the miners, review the site, and start formal conversations. Everything was in order—until a detail appeared that turned the scene into a movie.

On the way, the supposed guide of the operation looked at us seriously and dropped the unexpected phrase:
—"Each of you has to put in 150 dollars."

We looked at him in surprise. Why?

The answer was a bucket of cold water wrapped in absurdity:
—"It's to cover the expenses of the snipers."

The silence was eternal. Snipers? The man said it proudly, as if it were the most natural measure in the world.
—"Yes, snipers. They'll be in the hills to watch your backs. Mexico is dangerous because of the cartel issue. If something goes wrong, they'll protect you."

The air grew heavy. The scene felt like something out of a Tarantino film: a trip to a mine, a mysterious guide, and snipers hidden in the mountains as security.

With shared glances, a mix of shock and contained laughter ran through us. The conclusion was immediate:
—"Thanks, but we'll pass on this one."

Reflection

The situation was as surreal as it was dangerous. Because, what kind of business needs snipers to protect a negotiation? Most likely, neither the snipers nor the mine even existed. Maybe it was all a setup to take our money and lead us to an uncertain fate.

The lesson was clear: **when a deal starts to sound more like a movie script than a mining operation, the smartest move is to walk away.**

ANECDOTE 4 – THE LARGEST GOLD PURCHASE IN HUMAN HISTORY

It all started with a woman I had spoken with several times. She always appeared offering me mining concessions, but something never added up. Every time she sent me documents through WhatsApp, the message showed: *"Forwarded many times."*

That technical detail was already a red flag. For those who don't know: WhatsApp shows *"forwarded many times"* when a message has been forwarded more than 5 times. It's a warning that what you're receiving is probably spam or dubious information.

One day, the conversation took a new turn. She asked me:
—"Do you sell gold?"

I answered yes, but clarified: bank-certified gold, with clear origin and legal backing.

Her reply was the first sign things were going downhill:
—"No, I need gold that isn't bank-certified. Physical gold bars. And it has to be from Latin America, preferably Peru."

Okay, up to that point, a typical request for doré gold. But the conversation exploded when she added:
—"Look, the order is from a very rich man, a sultan from Dubai."

At that point, I couldn't help but laugh. In this business, when you hear "a sultan from Dubai," you need to know there's a 99.9% chance it's fake.

The best part came next:
—"I have the buyer's LOI. The request is for 500,000 tons of gold bars per month, for a year."

I stared at my phone and thought: *"Doesn't hurt to study a bit before making a fool of yourself."*

The Magnitude of the Absurdity

To understand how ridiculous the request was, let's look at official gold reserves:

- **United States:** ~8,133 tons
- **United Kingdom (via Bank of England):** ~310 tons (mostly custodial, not sovereign)
- **Spain:** ~282 tons

In other words: what this woman asked for was more than **60 times all of the U.S. gold reserves—every month.** A number impossible in economic, geological, and even physical terms.

The End of the Story

Instead of ignoring her, I tried to teach her a lesson. I explained with basic data why what she was asking for was impossible. That even if you combined all the world's gold reserves, it wouldn't be enough to fulfill her "contract."

After that conversation, I made the most sensible decision: block her. Every message she sent was just another piece of spam, and life is too short to waste on delusions of that scale.

Reflection

Maybe she didn’t mean any harm, but her ignorance led her to repeat absurdities. And this world doesn’t forgive ignorance.

So, the advice is simple and direct:

“Study. Don’t get into politics, don’t do drugs, and if you want to do business, first learn to tell the difference between what’s real and what’s impossible.”

ANECDOTE 5 – NOT EVERYTHING THAT GLITTERS IS GOLD… AND NOT EVERY BAG OF CEMENT IS REAL

In international business, not everything that glitters is gold… and not everything offered as cement actually exists.

One day, a supposed Chinese cement seller appeared, with documents that looked solid: drafted contracts, quality certificates, even a shipping schedule. His conditions were "exceptional," but with one insurmountable clause: he demanded a **30% advance** to release the cargo.

At first glance, many might have fallen for it. The documents looked convincing, the words sounded technical, and even the company logo seemed real. But this is where the true tool that separates the professional from the naïve comes into play: **due diligence.**

When the situation was investigated further, the house of cards collapsed. The "Chinese seller" wasn't Chinese at all, but a Korean man running a small neighborhood supermarket who was drowning in debt. His "cement company" didn't exist, his contracts were poorly edited copies, and the supposed shipment had never been scheduled. It was, in reality, a classic fraud attempt disguised as a big international deal.

Thanks to the verification process—checking the legal existence of the company, analyzing banking documents, and confirming real contacts at ports and shipping companies—a multimillion-dollar loss was avoided.

Moral of the Story

Due diligence is not a bureaucratic formality—it's a shield. Without it, the 30% advance would have turned into lost money and damaged reputation. With it, the scam was exposed before anything was signed.

In mining and in international trade, due diligence is the equivalent of analyzing the rock before declaring it a mine: the step that separates a profitable business from a perfect trap.

EPILOGUE – AUTHOR'S WORDS

I never set out to become a mining intermediary.
The truth is, I arrived the same way many do: by chance. Looking for an opportunity, looking for something different, looking for a place in a world that seemed reserved for others.

At the beginning, it was chaos.
I found myself facing fake documents, invented projects, enormous promises that evaporated in just a few days. And I felt the same thing you may be feeling now: frustration. That sensation of running after something that never seems to be within reach.

More than once, I thought about quitting.
Because it's not easy to face smoke, lies, and disappointment every day. Because patience runs out, and faith in yourself does too.

But I understood something: the secret wasn't luck, or the magical contact, or a sudden stroke of fortune.
The secret was persistence.

Getting up one more day, making one more call, reading one more report, and above all: learning how to filter.

With time, I discovered that this business does pay. That behind all the noise, real opportunities do appear. And when they arrive, they change everything.

I started like you, from the bottom, knowing nothing, making mistakes. And if I made it this far, it wasn't because I had an advantage, but because I decided not to give up.

If you’re reading this, I want you to know: it can be done.
You can build a name, you can earn money, you can grow in a world that seems closed off.

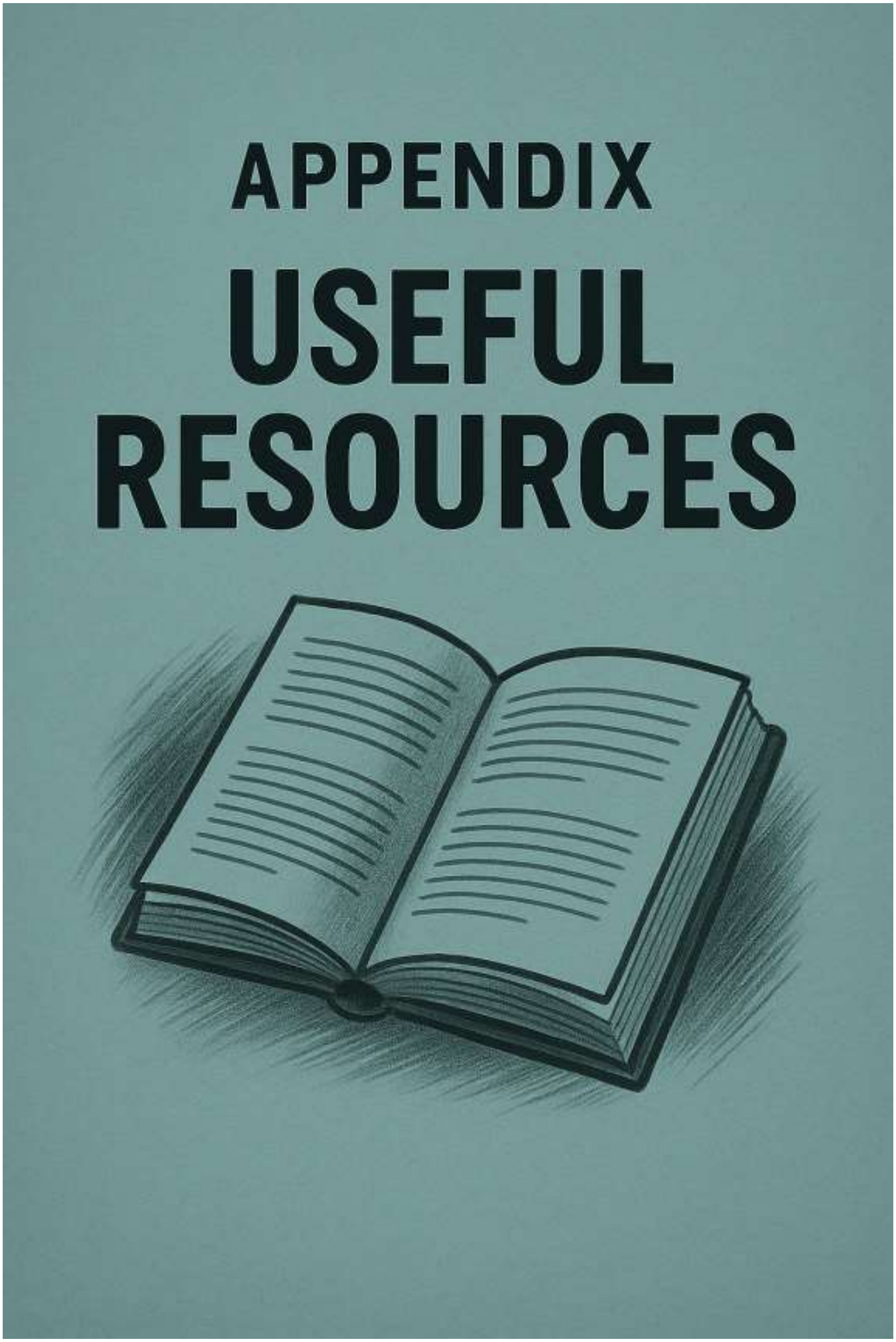
But only if you do what most people aren’t willing to do: have patience, guard your reputation, and be ready when the door opens.

I don’t know where you are today in your journey.
Maybe frustrated, maybe full of hope.

But if there’s one thing I want to leave you with, it’s this certainty: if I could do it, so can you.

Because in the end, mining is not just stones, papers, and contracts.
It is a test of character. And in that test, the only thing asked of you is that you don’t quit too soon.

Oscar Esteban Chinchilla – Mining & Commodities Advisor


APPENDIX
USEFUL RESOURCES

APPENDICES

Express Mining Glossary

- **Au** → Gold. Precious metal traded in troy ounces.
- **Ag** → Silver. Measured in g/t or ounces.
- **Cu** → Copper. Expressed in %.
- **Li** → Lithium. Used in batteries, measured in ppm or % of Li_2O.
- **Ni** → Nickel. Used in stainless steel, expressed in %.
- **U** → Uranium. Measured in ppm or % U_3O_8.
- **g/t** → Grams per ton. Indicator of grade for precious metals.
- **ppm** → Parts per million. Measurement of concentration in lithium, uranium, etc.
- **Inferred resource** → Preliminary estimate, still uncertain.
- **Indicated resource** → More reliable estimate.
- **Proven reserve** → Confirmed and economically viable volume.
- **NI 43-101** → Canadian standard for mining reports.
- **JORC** → Australian standard for resource and reserve classification.
- **EIA** → Environmental Impact Assessment.
- **Capex** → Initial capital investment.
- **Opex** → Operating costs.
- **Offtake** → Future production purchase agreement.
- **NDA / NCNDA** → Non-disclosure agreement (and non-circumvention).
- **IMFPA** → Irrevocable Master Fee Protection Agreement (commission protection).
- **LOI** → Letter of Intent.

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