
 A G E N D A

REGISTRATION:

On-line registration opens approximately 45 days prior to the conference. You may register on-line with a credit card on www.exportcompliancesolutions.com. To reserve a spot for an upcoming seminar, please send an e-mail to exportcs@verizon.net or call toll free on (866) 238-4018

REGISTRATION IS LIMITED:

We purposely limit the size of these seminars to encourage interactive learning. This is an excellent opportunity to gain knowledge from experts and peers in an enhanced learning environment.

COURSE OVERVIEW:*ITAR Basics:*

- How to perform your job without violating the ITAR.

Intermediate ITAR Concepts:

- How to implement a system within your company to ensure compliance and more timely license applications.

Advanced ITAR Principles:

- How to maintain a perfect compliance record and understand the strategic direction of export policy as well as the effect it will have on your company's future and your career.

COST:

\$950.00 Includes breakfast and lunch, a bound book containing all the presentations and a copy of the ITAR.

We offer discounts to multiple attendees from the same company as well as U.S. and Foreign Government employees.

ITAR Basics

- Recent ITAR Violators
- Know the Players at State/DDTC
- Registration and How to Classify a Product
- How to Complete a License Application
- Agreements Workshop - Applying the Guidelines for Drafting Technical Assistance Agreements
- Defining Technical Data & Public Domain
- National Disclosure Policy and LO/CLO Policy
- ITAR Exemptions
- Foreign National Employees and Visitors
- U.S. Customs & The Automated Export System (AES) Update
- ITAR Compliance and Recordkeeping

Intermediate ITAR Concepts

- Strategic Planning - The International Business Process and the Export Staff
- Elements of a Licensing Plan
- Understanding Your Product – The Commodity Jurisdiction Process
- Executing Your Licensing Plan within DOD/DTSA
- Go To Market Licenses
- D-Trade Update
- Creating and Clearing the Export Friendly Marketing Brochure
- Licensing Strategies
- Contract Administration
- The Licensing Plan and Convincing the USG
- Effective Company Compliance
- The Final License Plan

Advanced ITAR Principles

- Capitol Hill Update
- Are You an *Empowered* Official?
- What to Expect from a DTCC On-Site Visit
- Enforcement Trends in Compliance Cases
- Complying with Retransfer Restrictions
- Avoiding Missteps in Product Jurisdiction
- Information Systems, Global Networks & Questions of Compliance
- Advanced Agreements Workshop
- Voluntary Disclosures: An Industry Perspective
- Risk Assessment: Voluntary Disclosure Case

The ECS Training Academy offers in-depth seminars that use practical ITAR examples, case studies and small group discussions to provide hands-on training. Attendees are encouraged to participate fully through questions and interaction with presenters and other students.

“The interaction of the speakers and the group scenarios made this some of the best ITAR training I have ever received”.

Export Administrator, ITT

WHO SHOULD ATTEND:

All Corporate Officers, Export Compliance Directors & Managers, Contracts and Subcontract Officers, Engineering Managers, Business and Marketing Managers, Program and Proposal Managers, Shipping and Logistics Personnel and Legal Counsel.

SEMINAR ACCOMMODATIONS:

ECS rates are offered at the following hotels:

Rosen Plaza Hotel-Orlando, FL
800-627-8258

Metro Center Marriott-Washington, D.C.
202-737-2200

O’Callaghan Hotel-Annapolis, MD
410-263-7700

Sheraton Suites San Diego-San Diego, CA
619-696-9800

The Buttes, A Marriott Resort, Tempe, AZ
602-225-9000

ACADEMY INSTRUCTORS

Suzanne Palmer

President of Export Compliance Solutions, Ms. Palmer founded the company after 15 years in the State Department working on export and non-proliferation issues. She then moved to the defense industry managing export departments and compliance for Northrop Grumman and Johns Hopkins Applied Physics Lab. Ms. Palmer specializes in training, interpreting export compliance regulations and establishing ITAR compliance programs. She was recently appointed to serve as a Special Compliance Official.

Paul Lasko

Captain Paul G. Lasko, USN, Ret. served in the U.S. Navy for 25 years before joining Westinghouse. He has been teaching export compliance for private industry drawing on 25 years in the Navy and 15 years in the private sector dealing with international trade policy and regulations.

David Wilk

Lt. Col. David Wilk, Army Ret. served as an Agreements Officer and Defense Trade analyst at the State Department Directorate of Defense Trade Controls (DDTC). Prior to this, he served as an Army Special Forces Officer in various posts around the world.

Patricia Dudley

Patricia Dudley, a former DDTC licensing officer has over ten years of experience in the international trade sector, including the ITAR, EAR, OFAC and the Foreign Corrupt Practices Act. Following her tenure at State, Ms. Dudley joined Intelsat where she developed, implemented and managed a comprehensive international trade compliance program.

John Pisa-Relli

John is the Senior Counsel for Trade Compliance at Thales North America. Before joining Thales, John served with the Treasury Department's Office of Foreign Assets Control, the State Department's Office of Defense Trade Controls, and the Commerce Department's Bureau of Export Administration.

KEY NOTE SPEAKER

William Lowell

Mr. Lowell was Director of the U.S. State Department's Office of Defense Trade Controls and is also a former staff member of the U.S. Congress' Committee on International Relations. He is currently a Managing Director of Lowell Defense Trade, LLC, a national security consulting firm.

International Import/Export Institute Certified U.S. Export Compliance Officers can earn 3.0 Continuing Education Units (CEUs).



Export Compliance Solutions LLC
1767 Beachfield Road
Annapolis, MD 21409



EXPORT COMPLIANCE SOLUTIONS

TRAINING ACADEMY

Presents

ITAR Basics

May 20-21, 2008

Annapolis, MD

November 12-13, 2008

Tempe, AZ

Intermediate ITAR Concepts

February 19-20, 2008

Orlando, FL

July 21-22, 2008

San Diego, CA

Advanced ITAR Principles

April 23-24, 2008

Washington D.C.

September 9-10, 2008

Annapolis, MD

REGISTER NOW

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