

ACADEMY INSTRUCTORS

Suzanne Palmer

Suzanne Palmer, President, Export Compliance Solutions, is a former licensing officer who served over 15 years with the State Department and has 10 years of direct experience in the U.S. defense industry. Ms. Palmer combined this unique experience to found ECS, providing training and interpretation of the ITAR and to assist companies establish export compliance programs. Ms. Palmer has served on the Defense Trade Advisory Group (DTAG) and as a Special Compliance Officer (SCO) for a company operating under a Consent Agreement.

Patricia Dudley

Patricia Dudley, a former State/DDTC licensing officer, has an extensive background in international trade compliance. With over 14 years of direct experience with the U.S. foreign policy and national security establishment, Ms. Dudley possesses a unique combination of government experience and practical industry application in the defense trade industry.

Ginger Carney

Ginger began her 28-year career at DOD's Defense Trade Security Administration, and has managed export compliance programs at BAE Systems, Northrop Grumman, Boeing, and other defense companies. She has experience from business-unit implementation up to corporate-level management of export regulations. She is also a DTAG member and the former Director of Export Compliance at the Network Centric Operations Industry Consortium (NCOIC®).

John Pisa-Relli

John is the Legal Director for Trade Compliance at Thales USA. 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.

International Import/Export Institute Certified:
U.S. export compliance officers can earn 3.0 Continuing Education Units (CEUs).



Export Compliance Solutions
1767 Beachfield Road
Annapolis, MD 21409



EXPORT COMPLIANCE SOLUTIONS

TRAINING ACADEMY presents

ITAR Basics

February 23–24, 2012
SeaWorld – Orlando, FL

July 18–19, 2012
San Diego, CA

September 19–20, 2012
Annapolis, MD

ITAR Beyond the Basics

April 30–May 1, 2012
New Orleans, LA

Advanced ITAR Principles

November 8-9, 2012
Washington, DC

REGISTER NOW!

ONLINE

www.ExportComplianceSolutions.com

PHONE

410-757-1919

866-238-4018 (toll-free)

AGENDA

REGISTRATION

You can register online with a credit card at www.ExportComplianceSolutions.com.

Registration forms can also be downloaded and faxed to **410-757-1069**, or mailed with payment to:

Export Compliance Solutions
1767 Beachfield Road
Annapolis, MD 21409

REGISTRATION IS LIMITED!

The number of attendees is purposely limited to allow for maximum participation in an interactive learning environment. This is an excellent opportunity to gain knowledge from both experts and peers.

SEMINAR LEVELS

ITAR Basics:

Learning the basics of how to perform your job without putting your company or career at risk.

ITAR Beyond the Basics:

How to implement your own system within your company that ensures compliance and timely license applications.

Advanced ITAR Principles:

How to maintain a perfect compliance record, understand the strategic direction of U.S. export policy, and maximize your business potential.

COST

Discounted tuition of **\$995.00** includes breakfast and lunch, a bound book containing all the presentations, and a current copy of the *Pocket ITAR*.

We offer a **10% reduction** for multiple attendees from the same company, as well as a discounted rate to U.S. and foreign government employees.

ITAR Basics

- Recent ITAR Violators
- State/DDTC and the ITAR
- Registration and How to Classify a Product
- How to Complete a License Application
- Agreements Workshop: How to Apply the Guidelines for Drafting Technical Assistance Agreements
- Defining Technical Data & Public Domain
- Export Licensing and DOD
- ITAR Exemptions
- Foreign National Employees and Visitors
- ITAR Compliance and Recordkeeping

ITAR Beyond the Basics

- 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
- Licensing Strategies
- Contract Administration
- The Licensing Plan: Convincing the U.S. Government
- Effective Company Compliance
- The Final License Plan

Advanced ITAR Principles

- Capitol Hill Update – The latest on Export Reform
- Are You an *Empowered* Official?
- What to Expect from a State/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 Study

Looking for an efficient, economical way to train new employees on ITAR compliance?

Try the ECS ONLINE TRAINING VIDEO at a discounted rate! Use coupon code **TRAIN2012**.

“The content and presentation skills of the speakers, coupled with the group scenarios, made this the best ITAR training I have ever received!”

— A.T.K.

WHO SHOULD ATTEND?

All Corporate Officers, Export Compliance Directors & Managers, Contracts and Subcontracting Officers, Engineers, Business and Marketing Managers, Program and Project Managers, Shipping and Logistics Personnel, and Legal Counsel.

SEMINAR ACCOMMODATIONS

ECS discount rates are offered at the following hotels:

Renaissance at SeaWorld – Orlando, FL
407-351-5555

Loews New Orleans Hotel
504-595-3300

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

Marriott Metro Center – Washington, DC
202-737-2200

Loews Annapolis Hotel
410-263-7777

BEFORE YOU ARRIVE

In preparation for the seminar, we invite you to take advantage of the ITAR Awareness video on our site. See if you can pass the final exam!

www.ExportComplianceSolutions.com