

## A G E N D A

### REGISTRATION:

You can register online with a credit card at [www.ExportComplianceSolutions.com](http://www.ExportComplianceSolutions.com). Registration forms are also available online & can be faxed with credit card information to (410) 757-1069 or mailed with payment to:

**Export Compliance Solutions**  
**1767 Beachfield Road,**  
**Annapolis, MD 21409**

### REGISTRATION IS LIMITED!

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

### COURSE OVERVIEW:

#### ITAR Basics:

- How to perform your job without violating the ITAR.

#### ITAR: Beyond the Basics:

- How to implement a system within your company that ensures compliance and timely license approvals.

#### ITAR: Advanced Licensing and Compliance Concepts:

- How to maintain a perfect compliance record, understand the strategic direction of U.S. export policy, and anticipate the probable impact on your company's future and your career.

### COST:

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

We offer discounts to multiple attendees from the same company, as well as U.S. and foreign government employees.

#### ITAR Basics

- Why Export Controls--State/DDTC and the ITAR
- How to Violate the ITAR
- Electronic Licensing-How To's
- Agreements Workshop: Applying the NEW ELECTRONIC Guidelines for Drafting Technical Assistance Agreements
- Defining Technical Data & Public Domain
- National Disclosure Policy and LO/CLO Policy
- ITAR Exemptions to Use Now
- Foreign National Employees and Visitors
- ITAR Compliance Practices

#### ITAR: Beyond the Basics

- How to be an Effective Compliance Officer
- Working through the International Business Process
- Elements of a Licensing Plan
- Understanding Your Product – The Commodity Jurisdiction Process
- Executing Your Licensing Plan within the U.S. Government – A Look at DOD/DTSA
- Go To Market - Licenses You Need
- Licensing Strategies
- Contract Administration
- The Licensing Plan: Convincing the U.S. Government
- Effective Company Compliance Strategies
- The Final License Plan

#### ITAR: Advanced Licensing and Compliance Concepts

- Capitol Hill Update
- Are You an Empowered Official?
- What to Expect from a DTCC On-Site Visit
- Enforcement Trends in Compliance Cases
- Avoiding Missteps in Product Jurisdiction
- Information Systems, Global Networks & Questions of Compliance
- Advanced Agreements Workshop
- An Industry View of the Complexities of Agreements
- License & Compliance Management for Complex International Programs
- Supporting DOD and FMS
- Technology Transfer, Do's and Don'ts

#### International Defense Trade Conference

- U.S. Export Controls and Their Effect on Non-U.S. Transactions

*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.*

***“This was the most valuable and relevant training I have ever encountered.”***

Program Manager,  
Finmeccanica

### WHO SHOULD ATTEND

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

### SEMINAR ACCOMMODATIONS

ECS discount rates are offered at the following hotels:

**Courtyard by Marriott – West Palm Beach, FL**  
561-640-9000

**Hotel Allegro – Chicago, IL**  
800-643-1500

**Loew's Annapolis Hotel -- Annapolis, MD**  
800-526-2593

**Marriott Union Square – San Francisco, CA**  
415-771-8600

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

**Le Meridien Hotel - New Delhi, India**  
(91)(11) 23710101

## 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 the best training and interpretation to successfully apply U.S. export control regulations and to assist companies establish export compliance programs. Ms. Palmer has served on the Defense Trade Advisory Group (DTAG) and was appointed as a Special Compliance Officer (SCO) for a company operating under a Consent Agreement.

### **Paul Lasko**

Paul G. Lasko is a retired Navy Captain, where he served for 25 years before joining the staff of Westinghouse. He has been teaching export compliance for private industry for the last 10 years, drawing on both his Navy experience and 15 years in the private sector dealing with international trade policy and regulations.

### **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.

### **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.

*International Import/Export Institute Certified U.S. Export Compliance Officers can earn 3.0 credits*



Export Compliance Solutions  
1767 Beachfield Road  
Annapolis, MD 21409



EXPORT COMPLIANCE SOLUTIONS

## TRAINING ACADEMY

Presents

### **ITAR Basics**

April 13-14, 2010  
Chicago, IL

July 13-14, 2010  
San Francisco, CA

September 15-16, 2010  
Annapolis, MD

### **ITAR: Beyond the Basics**

February 4-5, 2010  
West Palm Beach, FL

### **ITAR: Advanced Licensing and Compliance Concepts**

May 18-19, 2010  
Annapolis, MD

November 10-11, 2010  
Washington, DC

### **3rd International Defense Trade Conference India and U.S. Export Controls**

October 27-28, 2010  
New Delhi, India

**REGISTER ONLINE NOW AT**  
[www.ExportComplianceSolutions.com](http://www.ExportComplianceSolutions.com)

Or call

**866- 238-4018**