



Lost in the regulatory maze? Our training will put you back on **COURSE**.

Whether you're an export professional novice... or a seasoned export professional wanting to refresh your knowledge, this course will satisfy any expectation that you have. This is the best export course I have ever taken throughout my career.

Attendee of a recent seminar with 20+ years experience in export compliance

US Export Controls & Defense Trade Controls Seminars SPRING 2009 SERIES

These two seminars provide both novice and experienced export compliance professionals with an in-depth education on regulations administered by the US Departments of State, Commerce and Treasury. Our instructors are widely respected experts in the field of export compliance with over 20 years of experience in interpreting and applying the rules. Expect to leave these seminars with an in-depth understanding of what the current rules are and what you need to do to keep your company compliant.

TWO BACK-TO-BACK SEMINARS:

Our Defense Trade Seminars cover the New Agreements Guidelines Requirements

US Export Controls 2-DAY SEMINAR

A hands-on approach to complying with the **Export Administration Regulations (EAR)**, including both export controls and antiboycott regulations, and Treasury Department trade embargoes.

TOPICS INCLUDE:

- Introduction to Export Controls
- Classification
- Shipping and Licenses
- China Military Catch-All Rule
- Reexports
- Office of Foreign Assets Control Regulations
- Antiboycott Regulations
- Information Technology, Technical Data & Software
- Export Enforcement Issues & Effective Export Compliance

Defense Trade Controls 2-DAY SEMINAR

Learn the ins and outs of compliance with **International Traffic in Arms Regulations (ITAR)** in a format that is easy to digest.

TOPICS INCLUDE:

- Munitions Export Controls Overview - ITAR, DDTC & more
- Controlled Items and Activities
- License Requirements
- Brokering Issues
- Political Contributions
- Technical Data Considerations
- License, Agreement & Exemption Management
- License Application Workshop
- Internal Control Programs



Each seminar is 2 days.
You can sign up for either seminar,
or sign up for both and
SAVE \$200!

- ▶ Get the most up-to-date information about regulations
- ▶ Receive real-world advice on managing your daily compliance challenges
- ▶ Complex regulations explained in plain language

IN THREE LOCATIONS:

San Diego, CA

The Bristol Hotel

US Export Controls Seminar

January 26–27, 2009

Defense Trade Controls Seminar

January 28–29, 2009

SPONSOR: BSG CONSULTING

SPECIAL SPEAKER:
Wendy Wysong

Austin, TX

Hilton Austin Hotel

US Export Controls Seminar

March 23–24, 2009

Defense Trade Controls Seminar

March 25–26, 2009

SPONSOR: CLIFFORD CHANCE, BSG CONSULTING

SPECIAL SPEAKER:
Thomas deButts

Washington, DC

Hilton Washington Embassy Row

US Export Controls Seminar

June 15–16, 2009

Defense Trade Controls Seminar

June 17–18, 2009

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The Export Control Update
Free monthly email newsletter with US export control news. Sign up on our website:
learnexportcompliance.com/newsletter

US Export Controls Seminar 2-DAY AGENDA

San Diego, CA The Bristol Hotel January 26–27

Austin, TX Austin Hilton March 23–24

Washington, DC Hilton Embassy Row June 15–16

DAY 1 Registration: 8:00 Program: 8:30 to 5:00

Introduction to Export Controls

- Controlled Activities
- The Export Administration Regulations
- The Commerce Control List
- Subject to the EAR
- Penalties for Noncompliance

Step One: Classification

- CCL Overview
- Export Control Classification Numbers (ECCNs)
- Determining the ECCN
- EAR99 and NLR

Shipping Without an Export License

- No License Required
- ECCN-driven License Exceptions
- Other Useful License Exceptions

License Applications and Shipping Documentation

- Export License Applications, Commodity Classification Requests
- The Automated Export System
- Harmonized Tariff Schedule and the Schedule B

China Military Catch-All Rule

Reexports

- General Guidelines
- Who is Responsible?
- Foreign-Made Items Incorporating U.S. Parts
- Foreign-Made Items Produced with U.S. Technology

DAY 2 Program: 8:30 to 5:00

Sector Focus: Information Technology

- Computers, Telecom and Software Controls
- Encryption Controls

Sector Focus: Aerospace

- Aerospace Export Classification
- Special Considerations for Aerospace

Other Controls

- Office of Foreign Assets Control Administered Regulations
- EAR Special Country Controls
- Antiboycott Regulations

Current Issues

- Recent Regulatory Changes
- Regulatory Outlook

Technical Data and Software

- General Guidelines
- "Publicly Available Information"
- Deemed Exports to Foreign Nationals
- Internet Exports
- Relevant License Exceptions

Export Enforcement Issues

- What is the Office of Export Enforcement?
- What to Do When Enforcement Comes Knocking
- Enforcement Case Studies
- Preventing Violations
- Coping with Violations

Effective Export Compliance

- Understanding All the Regulations
- Assigning Responsibility
- Red Flags: Knowing Your Customer
- Domestic Sales to Known Exporters
- Export Management System Guidelines

Defense Trade Controls Seminar 2-DAY AGENDA

San Diego, CA The Bristol Hotel January 28–29

Austin, TX Austin Hilton March 25–26

Washington, DC Hilton Embassy Row June 17–18

DAY 1 Registration: 8:00 Program: 8:30 to 5:00

Munitions Export Controls Overview

- ITAR
- DDTC and other Government Agencies

Controlled Items and Activities

- Registration
- US Munitions List
- Commodity Jurisdiction
- Defense Articles, Services, Technical Data & Software
- Significant Military Equipment
- Prohibited Countries
- Controls on Overseas Activities
- Transfers
- Exercises: Making ITAR Decisions

License Requirements

- Exemptions
- Types of Licenses
- Agreements
- Exercises

Special ITAR issues

- Brokering Issues
- Political Contributions & Fees
- Transfers to Parties in the United States
- Exercises

DAY 2 Program: 8:30 to 5:00

Technical Data Special Considerations

- Public Domain
- Exemptions
- Foreign Nationals
- Electronic Transfer and Access
- Sales, Marketing & Proposals
- Exercises

License, Agreement & Exemption Management

- Certification Requirements
- Reporting Requirements
- Amendments
- Endorsements
- Political Contributions & Fees
- Exercises

License Application Workshop

- Forms, Certifications and Support Documents
- Government Processing
- New Initiatives for Expedited Processing
- Exercises

Internal Control Programs

- Government Guidelines
- Nunn-Wolfowitz Standards
- Practical Approaches to Compliance
- Maximizing Your Return on Compliance Resources

PROGRAM FORMAT

Participants receive training materials that contain annotated copies of the slides used by the instructors. Case studies are included. Questions are welcomed throughout the presentations. Instructors will be available before and after the presentations to discuss specific questions or issues. A certificate is issued to each attendee upon completion of the seminar.

Dress code is business casual. A light breakfast, beverages, snacks and a lunch will be served each day. Special dietary requests can be accommodated. Please send your requests to Jill@learnexportcompliance.com no later than 3 weeks before the seminar.

Our seminars are approved for CLE credits by the California State Bar Association.

Seminar Registration Form

EXPORT
COMPLIANCE
TRAINING INSTITUTE

ATTENDEE INFORMATION

Please type or print clearly

Attendee's First Name _____ Middle Initial _____

Attendee's Last Name _____

Title _____

Name for Certificate _____

If different from above, enter your name as you would like it to appear on your certificate and name badge.

Company/Organization _____

Address _____

City _____

State/Province _____

Country _____

Zip/Postal Code _____

Phone _____ Fax _____

Email _____

Seminar confirmation and payment receipt will be sent to this email address.

How did you learn about this seminar? _____

SEMINAR LOCATION (select one)

San Diego, CA - OR - **Austin, TX** - OR - **Washington, DC**
January 2009 March 2009 June 2009

TUITION

I would like to attend:

US Export Controls Seminar (2 Days) _____ \$1050.00

Defense Trade Controls Seminar (2 Days) _____ \$1050.00

BOTH Seminars (4 Days) - **SAVE \$200** _____ \$1900.00

If you have a promo code, enter it here:

Seminar Training Manual:

Printed manual INCLUDED with registration _____ NO CHARGE

Add CD-ROM in searchable format (optional) _____ \$100.00

Total amount enclosed:

PAYMENTS BY CREDIT CARD:

American Express MasterCard Visa

Credit Card Number _____

Expiration Date _____

Card Security Code _____

American Express: 4-digit number on front of card.
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We provide discounts for multiple attendees from the same company, government employees and companies participating in our Corporate Partnership Program.

Contact us for details:
Tel: (540) 433-3977
Email: Jill@learnexportcompliance.com

All discounts must be arranged prior to the seminar date.

Manual: Each attendee receives a manual at the seminar. The manual is licensed for use by the seminar attendee only. If you need other options or more copies, contact us to discuss.

OR BY CHECK:

Make check payable to:
Export Compliance
Training Institute

NOTE: Checks must be in US dollars and drawn on a US bank. Mail checks to our address below. Our Tax ID: 26-1638450

Cancellations: A cancellation fee of \$100 will be charged if the cancellation is made up to 15 days prior to the seminar. No refunds will be provided after this date, but a credit voucher can be issued for 80% of the paid tuition which can be used at any Export Compliance Training Institute seminar within a 12 month period.

Hotel: The cost of accommodation is not included in the tuition. To book the hotel, please see instructions in right-hand column.

Fax or mail this form to:

Jill Kincaid, Manager Fax: (540) 433-3978

Export Compliance Training Institute, 243-L Neff Avenue Harrisonburg, VA 22801 USA



Hotel Reservations

A limited block of rooms is reserved for the seminar, and they are available on a first-come, first-served basis. Make your room reservations as early as possible to ensure availability.

TO BOOK A ROOM:

Call the hotel and mention the Export Compliance Training Institute.

San Diego, CA

HOTEL: The Bristol Hotel

1055 First Avenue
San Diego, CA 92101
(800) 662-4477

Website:
www.thebristolsandiego.com
Special seminar room rate:
\$189.00/night single/double
available until December 25, 2008

US Export Controls January 26-27

Defense Trade Controls January 28-29

Austin, TX

HOTEL: Hilton Austin Hotel

500 East Fourth Street
Austin, Texas 78701
(800) 236-1592

Website:
www.Hilton.com
Special seminar room rate:
\$199.00/night single/double
available until February 23, 2009

US Export Controls March 23-24

Defense Trade Controls March 25-26

Washington, DC

HOTEL: Hilton Washington Embassy Row

2015 Massachusetts Avenue, NW
Washington, DC 20036
1-800-HILTONS

Website:
www.hiltonembassyrow.com
Special seminar room rate:
\$229 single / \$249 double
available until May 15, 2009
(Mention "ECTI"
when making reservation)

US Export Controls June 15-16

Defense Trade Controls June 17-18

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US Export Controls & Defense Trade Seminar Series

San Diego, CA

US Export Controls Seminar January 26–27, 2009
Defense Trade Controls Seminar January 28–29, 2009

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2009

Austin, TX

US Export Controls Seminar March 23–24, 2009
Defense Trade Controls Seminar March 25–26, 2009

Washington, DC

US Export Controls Seminar June 15–16, 2009
Defense Trade Controls Seminar June 17–18, 2009

OTHER EXPORT COMPLIANCE SEMINARS:

Singapore March 2–4, 2009
US Export Controls on Non-US Transactions

Munich, Germany May 4–6, 2009
US Export Controls on Non-US Transactions

Montréal, Canada May 20–22, 2009
US Export Controls on Non-US Transactions

More info & complete schedule: LearnExportCompliance.com

The Export Compliance Training Institute (ECTI) offers:

- Two to four day comprehensive training programs on the EAR and ITAR
- International seminars
- Special industry-focused programs such as seminars for aerospace, financial services, and information technology



CERTIFICATES

An Export Compliance Training Institute certificate is issued to each attendee upon completion of a seminar.



CONTINUING LEGAL EDUCATION CREDITS

Our seminars are approved for CLE credits by the California State Bar Association.



TRAINING MANUALS

Attendees of our seminars receive a paper copy of our comprehensive training and reference manual, included in the registration fee. For those who cannot attend, or for attendees who want additional manuals, manuals are available for purchase in paper or searchable CD-ROM format.

For more info or to order, go to:

learnexportcompliance.com/orderform.pdf
or contact Jill@learnexportcompliance.com

Corporate Partnership Program

Make our highly praised seminars the training of choice for all of your export compliance needs. We can offer volume discounts for your corporation across the United States and around the world. Contact us for a plan customized to the way your company does business.

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Promote your company's services or products to ECTI's highly qualified audience of trade compliance professionals from USA and around the world. Customized sponsorship packages available. Contact us for details!

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INSTRUCTORS WITH EXPERIENCE

This series of seminars will be presented by up to three professional instructors from the ECTI faculty. ECTI staffs its seminars with instructors who are widely respected experts in the field of export compliance and have many years of experience in interpreting and applying the rules.

THE ECTI FACULTY INCLUDES:

JOHN R. BLACK is a Principal of **BSG Consulting** and has been involved in US export and trade control matters since 1984. He advises US and foreign companies, law firms and governments on US export and has earned a reputation as one of the leading experts in the field. From 1984–88 he worked for the US Commerce Department, where he wrote the Export Administration Regulations (EAR) and interpreted it for government and industry. He uses his comprehensive knowledge of the US rules that impact military and commercial companies to help his clients stay in compliance without missing legitimate business opportunities. He has been a featured speaker at over 100 conferences around the world and has written numerous articles and several books on the subject.

GREGORY J. CREESER is a partner with **International Trade Compliance Strategies** and a consultant to BSG Consulting. Prior to joining ITC Strategies as a compliance consultant Gregory held the position of Corporate Director for International Trade Compliance with Goodrich Corporation's Washington Operations Office. Prior his years with Goodrich, Greg worked for four years as the Corporate Manager for Export and Import Compliance within TRW's Washington Operations office. Greg began his career in the export arena by serving for 2 years as a licensing officer within the Office of Defense Trade Controls at the Department of State. Greg has held the position of President of the Board of Directors of the Society for International Affairs (SIA), a non-profit defense trade educational organization, from 2004-2006. Greg received his Bachelor of Science degree in Political Science and Economics from Texas A&M University in 1987.

MAARTEN W. SENGERS is a Principal of **BSG Consulting** and manages its Washington, DC office. He has extensive experience with export control regulations and has advised companies in a variety of industries on all aspects of export compliance. Mr. Sengers is intimately familiar with the Export Administration Regulations (EAR), the International Traffic in Arms Regulations (ITAR) and the Office of Foreign Assets Control Regulations (OFAC). He works extensively with government officials in export control matters and is thoroughly familiar with the regulatory process. Mr. Sengers is a regular seminar speaker on export controls worldwide. He received his law degree from the College of William and Mary in 1993 and his Bachelor's Degree in Economics with Honors from the University of Maryland in 1990. He is admitted to the New York, Washington DC, and Maryland bars.

SCOTT M. GEARTY is a Principal of **BSG Consulting**. Scott joins BSG from Microsoft Corporation, where he held a variety of international trade compliance roles. Prior to joining Microsoft, Mr. Gearty was a consultant at two boutique Washington-based export control consulting firms, MK Technology and Export Strategies, LLC. Mr. Gearty's clients have ranged in size from small start-ups to some of the world's largest companies, in industries including software, computer hardware, telecommunications, aerospace, and energy. Mr. Gearty is practiced in designing and implementing compliance programs, integrating controls into enterprise resource planning systems, conducting audits, and seeking export authorizations from government agencies. Mr. Gearty holds a Bachelor of Arts degree in international studies and economics from American University. He is also a licensed US customs broker.

SPECIAL SPEAKER IN AUSTIN:

WENDY WYSONG is a partner in **Clifford Chance's** Washington D.C. office. She is the former Deputy Assistant Secretary for Export Enforcement and Acting Assistant Secretary at the Bureau of Industry and Security, U.S. Department of Commerce. In this role she managed the Bureau's enforcement program and was involved in the development and implementation of foreign policy through export control policies and programs throughout the administration. Ms. Wysong also was an Assistant United States Attorney for the District of Columbia for 16 years.

SPECIAL SPEAKER IN WASHINGTON, DC:

THOMAS M. DEBUTTS is a partner with **Pillsbury Winthrop Shaw Pittman LLP** in Washington, DC. His practice is concentrated in assisting domestic and foreign firms negotiate the complex web of U.S. international trade controls. His practice focuses primarily on the EAR, the ITAR and OFAC regulations. Mr. deButts' extensive experience includes compliance reviews and internal investigations for possible violations of U.S. export control and sanctions regulations; voluntary disclosure of such violations; obtaining export and reexport authorization for all types of commodities, software and technology, including encryption technology and software; preparing and implementing export compliance programs and export management systems; obtaining export control classification determinations, commodity jurisdiction determinations, and reversal of export classification decisions by U.S. government agencies; obtaining authority for transactions with embargoed countries; export control due diligence reviews for potential corporate acquisitions; representation of companies in administrative enforcement proceedings before BIS, DDTC, OFAC and the Department of Homeland Security (DHS), Customs and Border Protection (CBP); notifications to CFIUS of proposed acquisitions of strategic U.S. entities and negotiations with relevant agencies to secure approval. Mr. deButts served in BIS from 1984 to 1989 where he was Director of the Exporter Assistance Staff. J.D., George Mason University School of Law, 1991 and A.B., Duke University, 1981.

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Thank you for an intense and educational 4 days — amazing program... the best instructors I have ever experienced!
Attendee of our US Export Controls/Defense Trade Controls seminars in Phoenix, Arizona in 2008