

Session	Session Description
ACE	To be determined
Achieving Consistent Classifications Around the World and Managing Rebel Jurisdictions through the WCO	Despite tariff schedule harmonization, goods produced or sold in a variety of countries are often subject to different classifications in different countries. This uncertainty increases the cost and difficulty of doing business. We discuss how companies have used the WCO to achieve a single consistent tariff classification for their products, focusing on the two largest importing jurisdictions, the U.S. and the EU, and illustrating with real life examples the benefits and limitations of this method of harmonizing classifications.
Ask the Legal Eagles	Attendees will have the opportunity to ask our "Legal Eagles" any burning questions that you have!
Avoiding Common Import Mistakes	The session will describe errors that are commonly made by the trade concerning filing of entries, inbonds protests, and post entry amendments. By remembering the rules and taking care much time can be saved and more importantly, CBP will be able to process your issue with a positive result for your company or client. The session will provide the most common errors as well as the resource information to ensure a good result.
Broker Management	How several successful companies to manage the relationship with their Customs brokers via mutual process ownership, broker manual, collaboration on clearly defined expectations, and using QBR's to review metrics.
Broker Revision Topic	To be determined
Brokerage RFP	Finding the right broker can be hard at times. If you are thinking of making a change, it is important to not underestimate the time it takes find your next partner. This course will help you successfully navigate the broker bid process and will discuss
CBP Apparel Classification and Preference Inquiries	The 30-Day Countdown...an Apparel Compliance Response Challenge - Sourcing expands globally and trade program options continue to multiply. Import Specialists demand ever more detail in information requests. How does the compliant importer manage the extent.
CBP CBSA Beyond Borders Update	A declaration by the Prime Minister of Canada, Stephen Harper and President Obama on 4 February 2011 started what could be the most significant initiative to impact Canada-US border since 1818 when it was determined the longest undefended border in the world would run along the 49 th parallel. The Beyond the Border initiative will be focused on 4 principles including cross-border law enforcement, but what matters most to trade and customs managers is how the initiative will be implemented and what that implementation will mean to border processes. If you have responsibility for cross border shipments between Canada and the US, you cannot afford to miss this session covering the latest updates on this game changing initiative
DC Update on Textiles	To be determined
Deemed Export Licensing Best Practices	Does your company have deemed export issues that you don't know about? Learn more about how to identify when you have a deemed export, how to seek licenses and other good business practices on staying compliant.
Designing & Implementing an Internal Compliance Website	This session is how to design and implement an internal company Import/Export compliance website that meets the needs and expectations of you, your company, Customs and others, while being user friendly and easy to upkeep. This website includes having on line (1) Customs Compliance manual; (2) basic information such as Data spreadsheets, Reference materials, FAQ's, Forms, SOP's, Reports, Codes, Calendars, Contacts, etc., (3) company- wide import/export training materials, and more, all in one easy access place for everyone.
Developing technology control Program	Do you know what a technology control plan is? Do you know if your company needs one? Learn about the requirements as well as how one company successfully implemented the requirement.
Developments in Penalties and Enforcement	Sometimes the best way to drive home a compliance point is to hear about how someone else violated the rules and was prosecuted. Come hear from BIS about the latest developments in penalties and enforcement.
Doing Business with Brazil	Exporting to and Importing from Brazil "An Update on the Evolving Brazil-US Trading Relationship and Future Opportunities" - During this session Ms. Feldpausch will discuss key bilateral data on the Brazil-U.S. relationship, market trends, required import/export registrations in Brazil, the import process and documentation, special programs, duty wavers and special regimes, along with export procedures, requirements and new market opportunities in Brazil and abroad. Attendees will receive a broad view of the import and export process in Brazil, the regulatory environment and new bilateral trends and opportunities for both markets.
Drafting Quality Licenses & Agreements	You have a sound export control compliance program but have you taken your program to your licenses and agreements? Learn more about how to strengthen your license and agreement process from submission to implementation.
Driving Innovation and Change	The one constant about our industry is the state of perpetual change we're in. This session will explore some of the significant changes we've experienced in the past that have transformed our industry into what it is today, and some of the changes we mi
Economies effect on Transportation	To be determined
Encryption Controls	Encryption is everywhere and drives almost everything a company does. Do you know what your obligations are under the Encryption Controls regulations and what you need to do to be compliant? Learn more about what to look for and then what to do about it.

Entering the Canadian Market: Customs and Related Issues	Our Canadian legal counsel will address key customs related issues faced by new entrants into the Canadian market including business and importer/exporter/GST registration, corporate structuring, structuring of import transactions, choosing the customs broker and the division of labor, customs valuation and transfer pricing, Canadianization of tariff classifications, accessing Canada's free trade agreements, Canadian marking and labeling including French language issues, product regulation including consumer product safety, and other matters of concern.
Establishing & Maintaining Export-Import Internal Controls	As all international trade compliance players know, a top-notch internal controls system is key to keeping your company running smooth as Southern Comfort. Workshop attendees will learn how to develop and implement internal trade compliance controls with an emphasis on the 5 components defined by COSO standards. The Workshop will ensure you have a good understanding of the necessary foundations of an internal controls system, and will provide examples and suggestions for developing, implementing and improving on your company's internal compliance program, by focusing on hypothetical situations covering both imports and exports.
Establishing & Maintaining Export-Import Internal Controls	To be determined
e-Training: Effective use of on Line Training	To be determined
EU Strategy & Initiatives	The European union is following the WCO Safe Framework initiatives. Despite the fact that globally we are trying to aim for the same final goal, the European Union has 27 members states, plus some candidate members. This results in many contradictions, duplicating and complex set of rules. How can we as an Economic Operator deal with this complexity of rules and regulations, Where do you need to comply with when you do business with or within the European Union. Main thing is that a company strategy is to make money and to comply, is that possible?
Export Audits	An export audit is intended to provide a snapshot of your company's current status, your readiness to export and what steps need to be taken to prepare your company for exporting answering questions such as "Are our products / services suitable for export?". Learn more about how an audit is an essential step in any export program.
Export Control Reform	The Department of Commerce's Bureau of Industry and Security has been leading the way in the White House efforts for Export Control reform. Attend a session being lead by BIS Representatives to get the most current and up to date status on this important regulatory issue.
Export Experts: A benchmark Study	Think you are alone in the export wilderness and no one understands your issues? Come hear about the recent export benchmark study that asks 35 companies their opinions on things like: export regulatory reform, operations management practices, organizational structure, compliance policies and export management technology.
FCPA	Do you know what your agents, sales force, brokers, and consultants are up to as they serve and promote your business? With increasing global enforcement of laws prohibiting payments or offers of anything of value, directly or indirectly, to any government official, the risks of being held liable for actions of third parties are growing. Learn how to identify red flags, manage the risks and build a culture of compliance.
First Sale Rule for Exports to Canada	How do you value a good for export to Canada? Learn about valuations and how to avoid mistakes with Customs.
FTZ Benefits for Importers/Exporters	Why is the FTZ program growing in the US? Why are more and more companies taking advantage of benefits offered by the FTZ program? The FTZ program is highly technical in nature and in order to succeed you need to have an adequate understanding of how the program works. This session is designed for all those new to the FTZ program and for those interested in increasing their knowledge about the benefits the program offers.
Global Organization: Best Practices	To be determined
Global Organization: Best Practices	Participants will learn the presenter's view and gain valuable insight into establishing, implementing and leading a Corporate Global Trade Compliance Governance Council as a means to ensure policy, organization, resources and training requirements are understood, integrated and aligned across business units globally.
Global Organization: Best Practices	Global Trade Compliance touches every individual and business process in a corporation. A trade governance program should provide principles and codes of conduct that define expectations of the corporation and individuals and aid in reducing or eliminating trade risk. This session discusses: Strategic Benefits of Corporate Global Trade Governance Program, Key Components of Governance Program & Best Practices: Compliance training – Commitment, know-how, practice / Compliance governance – self-assessments, self-reporting, internal audits / Technical Data Transfers to Third Country Nationals and Expatriates
Import Audit & Risk Assessment	Conducting regular internal audits is essential in determining the strengths and weaknesses of your company's compliance program. Post-entry and annual audits enable you to demonstrate the effectiveness of your compliance program and the need for annual s
Import Violations, Investigations and Disclosures: What, When & How	Need practical tips on what to do if you uncover a potential violation of U.S. import laws and regulations? This session will cover how to identify and properly investigate potential issues, considerations for deciding if a Prior Disclosure is warranted, and what, when and how to prepare a disclosure. The discussion will provide both legal and compliance practitioner approaches to this important topic.

Importers World Class Practices Managing Compliance and Security	A review of how compliance management and security management can complement each other inclusive of documentation controls, manifest reporting verifications, evidence of implementation, Inco terms resolution, ISF management, proactive cargo identification avoidance of errant shipped items, post arrival entry verifications, - brokerage performance reviews , freight forwarder assessment practices ,etc.
IncoTerms	Overview of changes to Incoterms(R) rules, and feedback after a year's use.
Jurisdiction & Classification: Essentials Made Simple	This practical application and case study-based workshop covers the basics of how to consistently and methodically determine jurisdiction and classification. Decisions here are the basis from which all other compliance decisions flow. Making a mistake poses a huge risk and the possibility of numerous violations of the International Traffic in Arms Regulations and/or the Export Administration Regulations. Over viewing the key steps by-step processes with real life examples, participants will gain invaluable hands-on experience and learn useful tips to apply day-to-day in their own unique organizations.
Managing Export Controls	Export control compliance has so many moving parts - people, locations and technology. Learn more about how to manage your requirements and leverage existing business processes to help you achieve your compliance goals.
Meaningful Metrics: How to measure success	To be determined
Mergers, Acquisitions, and Divestitures	In today's global post-recession environment, mergers and acquisitions are occurring more frequently, as is the assumption of trade risk. The failure to conduct due diligence import/export reviews on acquisition or merger targets with international business activities can result in the inheritance of serious financial liabilities. Not discovering an undisclosed trade compliance problem can result in substantial penalties that may have been avoided with up-front due diligence. Due diligence may also result in identifying trade-related cost saving opportunities that may have been missed by the predecessor or target company. This session will focus on how to detect hidden risks and potentially unlock additional value for acquiring or merging companies. It will also discuss tools that can be used to conduct due diligence reviews, successor liability in international trade regulation and how to examine the accuracy of financial accruals for trade liabilities.
Navigating CBP Resources	The world of importing into the U.S. is a complicated and ever-changing one. The good news is that U.S. Customs and Border Protection (CBP) makes available to importers a wide array of resources to help navigate this world as compliantly and easily as is
Preparing for a Mexican Customs Audit - Best Practices for an IMMEX operations Customs Compliance	It is probably inevitable. An audit or review of your IMMEX operation by Mexican Customs is likely with the recent increase in enforcement and addition of compliance officers. Simply following the regulations dictated by the Mexican government is not enough when you realize that maybe your company's efforts don't match what your service providers are declaring with Customs on your behalf. This presentation will discuss different areas where you can begin making changes and implement best practices to minimize compliance risks.
Preparing for and surviving a FA	To be determined
Pros & Cons of self filing	This session will focus on the pros and cons of self-filing U.S. Customs entries & Importer Security Filings and the business requirements and resources needed to be successful!
Recordkeeping (EXIM)	Take a chronological tour of one international trade guy's quest for recordkeeping compliance. A tale for beginners to review the basic regulatory requirements and an epic saga to share lessons learned and best practices with the more seasoned compliance
Responding to CBP Inquiries	Inquiries from CBP are inevitable but the CBP response to your answers is not. Often a well prepared response to a CBP inquiry can limit or eliminate further CBP entanglements while a poor response can almost guarantee even more problems. This session will review the common types of inquires, from the innocuous to the threatening, and outline how to best respond. Examples of both good and bad responses from real case situations will be discussed as will what CBP expects to receive in response to its inquiries.
Routed Export Transactions and EEI Filing Responsibilities under the FTR and EAR	This session will cover Routed Export Transactions and EEI Filing Responsibilities under the Foreign Trade Regulations ("FTR") and the EAR.
Simplified Entry Process	To be determined
The Top Customs Value Cases of All Time - And The Relevance to Your Everyday Transactions.	To be determined
Trade Compliance 101	What do you need to know to get started in trade compliance? Everything! Ms. Gleason will walk you through the basics and point out some of the pitfalls others have encountered. This is a great seminar for those who are new to compliance or just want to c
Training by Organization	Learn key strategies on delivering the most effective global trade compliance training to your company. Learn how to develop targeted content to gain the ownership of global trade compliance by your students, raise overall corporate awareness and mitigate
Understanding, Capturing and Reporting Assists	During this session we will review what is considered an assist, discuss different methods to identify and capture assist information in your company and the various methods to allocate and report assists. We will share experiences and examples relative to identifying, capturing and reporting assists. In addition we will review how to successfully support your assist methodology during a Customs audit.
Valuation	To be determined

<p>Why is Now the Right Time to be C-TPAT Certified?</p>	<p>Is your company still sitting on the sidelines with respect to C-TPAT membership? Or are you a member of the program, but questioning the value? The presenter will review the current state of the program, recent updates/changes, benefits to participation and the expected future direction that is being driven by not only CBP, but also by the Trade itself. The session will also cover tips and best practices to ensure planned or current participation is successful.</p>
<p>Wisdom, Justice and Moderation - How to Maximize Trade Benefits In Canada</p>	<p>Do you want to maximize your benefits in Canada? Then you need to attend our workshop, where we will simplify increasingly complex trade agreements, trade regulations and compliance standards, decisions about tariff classification, end-use provisions, tariff relief, duty drawbacks and NAFTA. As the person responsible for Canadian compliance, you have a number of options to consider before your duties are determined or for that matter after your duties are determined. With small margins and more for less attitudes, you need to weigh your options carefully to ensure that you make the most of various trade law provisions to maximize your benefits in Canada. We recognize that today companies are not equipped to manage or lack the necessary resources to keep abreast of evolving regulations and available options. Our workshop will help you find your way in Canada.</p>