

Export Compliance

Eliminate the Dangers of Non-Compliance



Did you know export compliance violations can result in \$1 million in criminal penalties per violation and 20 years imprisonment while administrative monetary penalties can reach \$250,000 per violation or greater?

Don't let this happen to you!

Attend this seminar to learn best practices of export compliance procedures.

Thursday, October 20
8:30 a.m. to 4:30 p.m.
Southlake Campus | Vernon Hills

[See details on back.](#)



Call: (847) 543-2033
Email: illinoisSBDC@clcillinois.edu
Visit: www.clcillinois.edu/sbdc-itc



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Invest the time necessary to understand how to adapt the latest up-to-date export compliance procedures to your company's export program. Upon completion of this dynamic best-practices seminar, you will walk away with a fresh look at export compliance procedures and an 11-point checklist to ensure compliance. Materials will be included.

Topics include:

- Know Your Customer – 5 questions to ask to reveal common red flags
- Use Due Diligence – review 7 key lists from denied parties to sanctioned countries
- Use the Correct Incoterm - Terms of Sale vs. Terms of Payment
- Country Specific Requirements – legalization, pre-shipment inspection, wood packaging, etc.
- Export Documentation – determine documentation and retention requirements
- Logistics - establish strategies and responsibilities - insurance, packaging, and record keeping
- Other Global Trade Requirements and Resources - export license requirements, where to go to qualify for NAFTA, obtaining correct HTS # and where to find information
- Compliance Strategy – explore how to successfully implement these requirements into your organization's export program

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Southlake Campus

1120 S. Milwaukee Ave, Vernon Hills, IL 60061

\$150 — Early Bird Registration until August 31

\$195 — September 1

Registration Required — Space is Limited!

For more information and to register, visit www.clcillinois.edu/sbdc-itc/workshops.

About the Presenter:

Mike Allocca established **Allocca Enterprises, Inc.** in 2016 and has conducted hundreds of on-site and public training seminars nationally and internationally. He works with importers and exporters conducting compliance audits, classifications and implementing written export and import procedures. Staying current on export/import regulations, Mike regularly attends and/or hosts programs with the U.S. Department of Commerce, U.S. Customs & Border Protection, U.S. Department of Agriculture, Bureau of Industry and Security, NAFTA – Office of Inter American Affairs, TSA and Council of Supply Chain Management Professionals.

Illinois SBDC International Trade Center is funded in part through a cooperative agreement with the U.S. Small Business Administration (SBA), the Illinois Department of Commerce and Economic Opportunity, and the College of Lake County. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact the center at (847) 543-2033 or TDD: (847) 223-0134.



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