

## ADVANCED EXPORT TRAINING SEMINAR

MILLER & COMPANY, P.C.  
KANSAS CITY, MO  
March 4<sup>th</sup> – 5<sup>th</sup>, 2008  
December 9<sup>th</sup> – 10<sup>th</sup>, 2008

### Day 1

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|---------------|---|
| 8:30 – 9:00   | Welcome and Introductions   |
| 9:00 – 9:30   | Changing Environment for Exporters  |
|               | Exporting Basics  |
|               | The Export Process and Timeline   |
| 9:30 – 10:00  | U.S. Export Controls Overview   |
| 10:00 – 10:15 | Break   |
| 10:15 – 10:30 | Standard of Care/Exporter Responsibilities  |
| 10:30 – 12:00 | U.S. Export Controls – Compliance Process   |
|               | <ul style="list-style-type: none"><li>• Step 1 - Restricted Party Screening/"Red Flags"</li><li>• Step 2 - Determining Jurisdiction<ul style="list-style-type: none"><li>▪ Determining Jurisdiction – BIS</li><li>▪ Determining Jurisdiction – DDTC</li><li>▪ Determining Jurisdiction – OFAC</li></ul></li></ul> |
| 12:00 – 1:00  | Lunch Break   |
| 1:00 – 3:00   | U.S. Export Controls – Compliance Process   |
|               | <ul style="list-style-type: none"><li>• Steps 3 and 4 – Classification<ul style="list-style-type: none"><li>▪ Commerce Control List (CCL)</li></ul></li></ul>   |
| 3:00 – 3:15   | Break   |
| 3:15 – 5:00   | U.S. Export Controls – Compliance Process   |
|               | <ul style="list-style-type: none"><li>• Steps 3 and 4 – Classification<ul style="list-style-type: none"><li>▪ United States Munitions List (USML)</li></ul></li></ul>   |

## Day 2

8:30 – 10:00	U.S. Export Controls – Compliance Process
	<ul style="list-style-type: none"><li>• Review of Classification Issues</li><li>• Steps 5 through 9 – License Determinations<ul style="list-style-type: none"><li>▪ Identification of License Requirements</li><li>▪ Use of License Exceptions</li><li>▪ Obtaining Licenses</li></ul></li></ul>
10:00 – 10:15	Break
10:15 – 11:30	Export Documentation – Census/AES
11:30 – 12:00	Record Keeping
12:00 – 1:00	Lunch Break
1:00 – 1:45	Detentions and Seizures
1:45 – 2:00	Errors and Disclosures
2:00 – 2:30	Export Compliance Programs
2:30 – 2:45	Other Exporter Issues
2:45 – 3:00	Break
3:00 – 4:30	Work Shop
4:30 – 5:00	Question and Answer Period

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