



# "LEGAL ESSENTIALS TO EXPORT" TOOLKIT

These educational programs are designed to help businesses identify legal and compliance issues that are relevant as businesses pursue export opportunities. Join Foster Swift Collins & Smith PC and special guest speakers for an interactive workshop to learn tips and tools to ensure compliance. Seminars are free, but registration is required.

## INTELLECTUAL PROPERTY & BUSINESS PARTNER DUE DILIGENCE TRAINING

**April 11, 2019**

**8:30 a.m.–12 p.m., SOUTHFIELD**

28411 Northwestern Hwy., #500, Southfield

### INTELLECTUAL PROPERTY

- Importance of protecting intellectual property, specifically name and trademark, in international markets
- Using international treaties for protection
- Process and time frame for protecting intellectual property and contractual strategies
- Resources available to help combat infringement
- Tips on avoiding costly litigation and disputes related to U.S. and international trademark infringement

### BUSINESS PARTNER DUE DILIGENCE

- Top issues to address in contracts with foreign business partners to reduce risk
- How U.S. laws and regulations will impact the relationship
- Resources available to help with due diligence regarding foreign business partners
- Importance of a comprehensive contract
- A foreign agent/distributor contract checklist

## EXPORT CONTROL OVERVIEW COMPLIANCE TRAINING

**May 9, 2019**

**8:30 a.m.–4 p.m., TRAVERSE CITY**

Networks Northwest, 600 E. Front St., #104, Traverse City

### EXPORT CONTROL OVERVIEW COMPLIANCE TRAINING

- Export control regulations (ITAR and EAR) and how they affect doing business internationally
- Overview of steps to classify your product/technology/services under ITAR and EAR/ECRA
- Trade embargoes, sanctions and restricted party screening
- Resources available to help comply with export regulations, and new Export Control Reform Act update
- Enforcement: what happens when there is a violation

## INTELLECTUAL PROPERTY & BUSINESS PARTNER DUE DILIGENCE and EXPORT CONTROL COMPLIANCE OVERVIEW TRAINING

**September 19, 2019**

**1 p.m.–4:30 p.m., GRAND RAPIDS**

1700 E. Beltline NE, #200, Grand Rapids

The agenda combines the "Intellectual Property and Business Partner Due Diligence" training described above as well as an overview of export control compliance.

Register @ <https://MEDC.cvent.com/export2019>