



# Export Compliance Training

Presented by the Economic Development  
Partnership of North Carolina  
& Allocca Enterprises

January 15, 2019  
8:30am - 4:30pm

The Nussbaum Center  
1451 S Elm-Eugene St.  
Greensboro, NC 27406

NC companies who apply & qualify for the **STEP Program** will have the \$250 registration fee waived for 1 attendee. Participants will be surveyed 6-12 months later.

Seating is limited and registration is required.  
Registration contact:  
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## Seminar Description:

Participants will learn about the new export security requirements for all exporters. They will have an 11-point checklist to guide them to full compliance on every export. They will become aware of the required 7 lists that must be checked on all exports, and understand what common red flags mean. They will review the 5 questions that they are required to know about their customer in every export transaction and discuss strategies on how to implement these into their organizations. They will walk away that day with a better understanding of the regulations and with specific tools & instructions on how to begin building a secure and compliant department and company.

Directors from EDPNC's foreign offices in Canada and Mexico, Nancy Ward and Laura Camberos, will be in attendance for our networking lunch session.

## Topics Include:

- Using due diligence reviewing the 7 lists from denied parties to sanctioned countries
- Terms of sale vs. terms of payment - using the correct incoterm
- Country specific requirements -Legalization, pre-shipment inspection, wood packaging
- Export documentation - what you required to fill-out and retain
- Whether an export license is required, where to go to qualify for NAFTA, whether your HTS # is correct, where to find this information
- Insurance, packaging, record keeping- strategies and responsibilities

*This full day training is eligible for (6) NASBITE-CGBP Re-Certification CEU's.*



U.S. Small Business  
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Funded in part through a Cooperative Agreement  
with the US Small Business Administration (SBA)



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