**OVERVIEW**

The US Government regulates the export of information, commodities, technology, and software considered important to US national security, economic competition, and foreign policy.  Since 9/11/2001, the US Government enforcement has increased due to concerns about terrorism. Exporters need a customized compliance program in order to manage their [export](http://bit.ly/2w2xVwv) decisions and to be compliant with the EARs.  Penalties for violation of EARs are severe, including fines that can be as high as $250,000 per civil violation and 1,000,000 for criminal violations, as well as 20 years imprisonment per violation.

The export controls laws prohibit the export of many items and technology for the purpose of protecting US national security and foreign policy. Compliance not only involves goods but also restricts export to certain countries, companies, organizations and/or individuals

Exporter is ultimately responsible for the entire [supply chain](http://bit.ly/2w2xVwv) of agents, brokers, shippers, and customers.

**WHY SHOULD YOU ATTEND**

Since 9/11/2001 enforcement of [EARs](http://bit.ly/2w2xVwv) has increased tremendously. Penalties for non-compliance are severe, including civil and criminal.

**AREAS COVERED**

What are Export Controls?

What is an Export?

What is subject to the EARs?

Who enforces EARs?

What are the Know Your Customer Guidelines?

What are the Penalties for non-compliance?

How to create a recommended minimum export compliance program?

What does DOC recommend?

**LEARNING OBJECTIVES**

This Webinar will assist companies/individuals in establishing and enhancing an export compliance program and best practices in [export compliance](http://bit.ly/2w2xVwv) under the EARs.

**WHO WILL BENEFIT**

Those who currently export and those beginning to export

* HR Departments
* Sales Departments
* Marketing Departments
* Shipping and Logistics Departments
* Contracts and Legal Departments
* Trade Consultants/Advisors
* Chambers of Commerce
* Foreign Trade Agencies
* Business Development Centers

**For more Details Please visit:** <http://bit.ly/2w2xVwv>

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**SPEAKER**

For more than 20 years, Douglas Cohen has been at the forefront of international trade and transactions. With positions in private law practice, the US Department of Commerce, the European Union, IATA, and American Airlines, Mr. Cohen has developed significant expertise in import export compliance, international negotiations, intellectual property, and Internet laws. At present, he is Senior Manager for Global Trade & Contracts at Worldwide Trade & Legal Associates, where he provides legal and strategic advice to organizations seeking to enter or expand foreign markets.

Mr Cohen has been asked to teach university courses and corporate seminars on international business and law in the US, Europe, Asia, and the Middle East. He is the author of numerous publications on Internet law, international contract negotiations, intellectual property protection, and import-export operations and compliance.