



## Developing An Export Management & Compliance Program



### When and Where

**Dates:** Wednesday, May 20 &  
Thursday, May 21, 2009

**Times:**

Day 1: Registration 7:15 a.m.  
Program 8:00 a.m. - 5:00 p.m.

Day 2: Registration 7:15 a.m.  
Program 8:00 a.m. - 5:30 p.m.

**Price:** \$425

*Includes breakfast, lunch, and seminar materials.*

**Location:** Radisson Hotel  
200 Stuart Street  
Boston, MA 02116

**Accommodations:** Special hotel room rates are available for attendees. Contact the MA Export Center for details.

In partnership with:



Register Online at  
[www.mass.gov/export](http://www.mass.gov/export)

For further information, call the Massachusetts Export Center at 617-973-8664

**I**nterested in learning about smart export compliance business strategies? Looking for effective solutions to address an export compliance problem? Need guidance on developing or enhancing your export management and compliance program? Join the Director of the Export Management and Compliance Division, Bureau of Industry and Security, and other government compliance specialists in this dynamic, two-day seminar that answers the question, "Now that you understand WHAT your export regulatory requirements are, just HOW are you going to operate in order to ensure compliance?" Designed to help you create or enhance your company's export compliance program, this seminar focuses on industry best practices that will help your company efficiently manage its export compliance requirements by implementing strategies and safeguards that can minimize the risk of an export violation.

Agenda topics to be covered include: the foundation of an effective compliance program; developing and enhancing your compliance program; getting management buy-in; creating a compliance-oriented culture; front-end decision strategies; deciding where the buck stops; achieving compliance peace of mind; managing problems before they get out of control; records management; compliance errors to avoid; compliance innovation in a global environment; smart compliance tips and strategies; and developing a strong compliance manual. This seminar includes small group discussions, hands-on exercises, one-on-one counseling opportunities, and compliance peer networking. Prerequisite: Participants should have a working knowledge of U.S. export regulations. This is not a regulatory seminar and does not cover subjects such as product classification and export license determination. This workshop is for exporters who are ready to utilize their knowledge of export regulations to build an effective compliance program that addresses their export compliance responsibilities.

*~ Featured Speakers ~*

**Tom Andrukonis**, Director, Export Management & Compliance Division  
U.S. Department of Commerce Bureau of Industry & Security

**Dale Kelly**, Assistant Division Chief, Data Collection  
U.S. Department of Commerce Bureau of the Census, Foreign Trade Division

**John McKenna**, Special Agent in Charge  
U.S. Department of Commerce Office of Export Enforcement

**Renee Osborne**, Senior Analyst, Export Management & Compliance Division  
U.S. Department of Commerce Bureau of Industry & Security

**Glenn Smith**, Chief, Enforcement Division  
U.S. Department of State Directorate of Defense Trade Controls

### Join Us For The Launch of The Compliance Alliance!

The Massachusetts Export Center is pleased to introduce the Compliance Alliance, an exciting new initiative designed to help the state's businesses enhance their export compliance and global competitiveness. The Compliance Alliance will provide a forum for exporting firms to network, share best practices and stay current on export regulatory compliance issues. The Massachusetts Export Center will launch the Compliance Alliance at a reception on the evening of Thursday, May 21. For further details, visit the Export Center's web site at [www.mass.gov/export](http://www.mass.gov/export), or call 617-973-8664.