

**Masters<sup>TM</sup> Method** **ZISSER**  
Customs Law • Compliance • Supply Chain Security

**How Smart Companies  
Manage Their  
Import / Export  
Compliance Department**

ICPA Conference 2010

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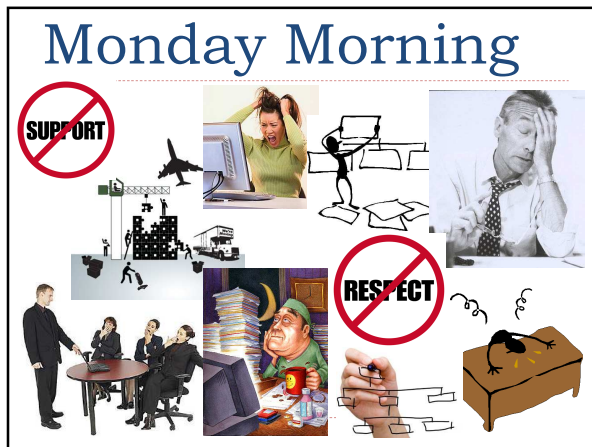
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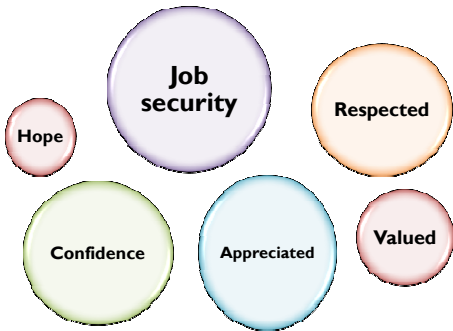
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## Today:



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## Presenters



Steven B.  
Zisser



Juan C.  
Moreno

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# ZISSER

Customs Law • Compliance • Supply Chain Security

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# Masters<sup>TM</sup> Method

2-DAY LIVE IN-HOUSE WEB

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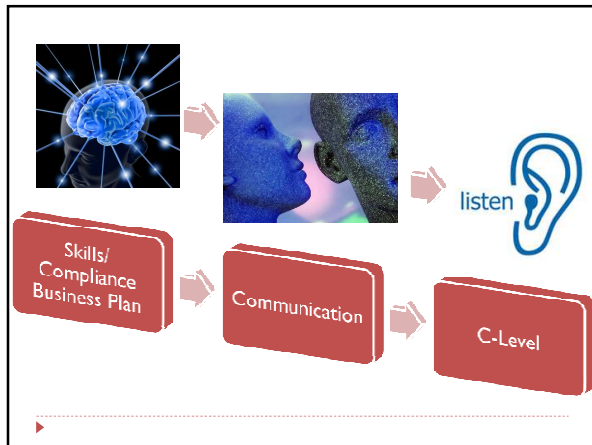
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## Today's Objectives

Learn to quickly identify responsibilities, assign priorities and allocate resources with a compliance business plan

Learn to effectively communicate with c-level to get what you want

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## Compliance Business Plan

Responsibility and Task Evaluation

Data Gathering

4 Options for Managing

Resource Allocation

Presentation

Maintain

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## Responsibility and Tasks Evaluation

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## Compliance Responsibilities

- Classification
- DRP
- Origin
- Value (based on method)
- Self Assessment
- Export
- OGA (other government agencies)
- Supply Chain Security
- IPR
- CBP Maintenance & Communications
- Customs Communication



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## Compliance Responsibilities

- Service Provider Management
- ISF
- ACE / ITRAC
- Value Based Compliance
- Anomalies
- Drawbacks
- CVD / ADD
- FTZ / Bonded
- Education / Training
- Special Projects
- Strategic Planning



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## Compliance Responsibilities

- Expanded DRP
  - GSP
  - US – AFTA
  - Automotive Products
  - US - Bahrain FTA
  - Agreement in trade in Civil Aircraft
  - NAFTA
  - US - Chile FTA
  - AGOA
  - CBERA
  - US - Israel FTA
  - Andean Trade Preference Act
  - US - Jordan FTA
- Pharmaceutical Products Act
  - DR-CAFTA
  - Uruguay
  - US - Caribbean Basin
  - US - Morocco FTA
  - US - Singapore FTA
  - US - Oman FTA
  - US - Peru FTA
  - Ch. 98

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## Compliance Responsibilities

- Expanded Export
  - Classification (ITAR & ECCN)
  - Licensing
  - Denied Party Screening
  - Technology Control
  - SED
- Expanded OGA (other government agencies)
  - FDA
  - EPA
  - USDA
  - USFWS
  - CPSC
  - FTC
  - DOT

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# Data Gathering

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## Quantifiable Trade Data (Annual)

- Number of:
  - HTS classifications
  - DRP Claims
  - Reconciliations
  - Import Entries
  - Compliance Assessments
  - SED's
  - Rulings Requested
  - Export Licenses
  - Denied Party Screenings
  - Etc.



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# Risk Allocation

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## Allocating Risk

- ▶ Complexity of area
- ▶ Volume (value and quantity)
- ▶ Level of exposure with any government agency.

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## Risk Ranking

- ▶ Level 1
  - ▶ Highest Risk = High Complexity, High Volume and High Level of Exposure
- ▶ Level 2
  - ▶ Medium Risk = High-Medium Complexity and High-Medium Volume and High-Medium Level of Exposure
- ▶ Level 3
  - ▶ Low Risk = Medium-Low Complexity and Medium-Low Volume and Medium-Low Level of Exposure

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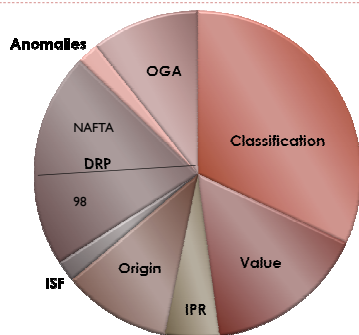
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## Compliance Responsibility Pie of Company A



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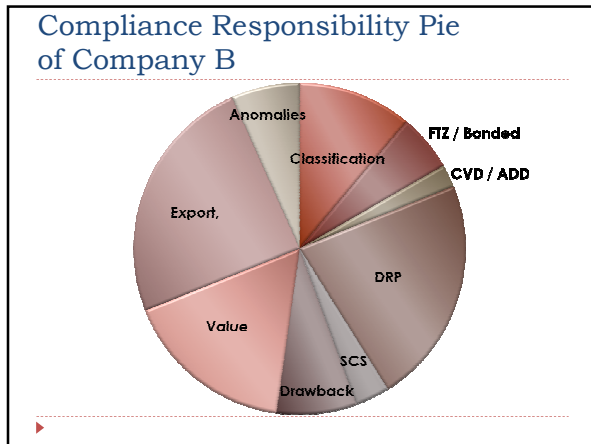
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## 4 Options for Managing Trade Compliance

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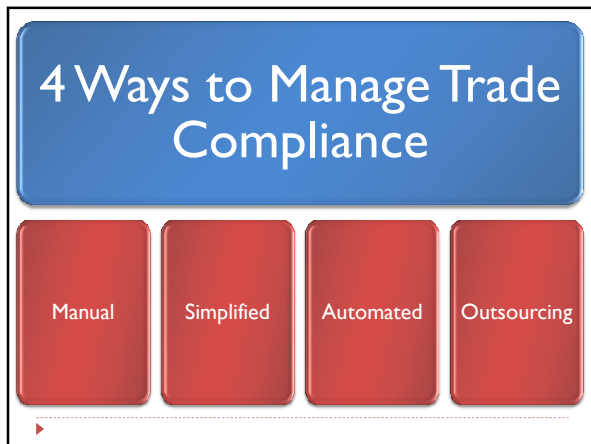
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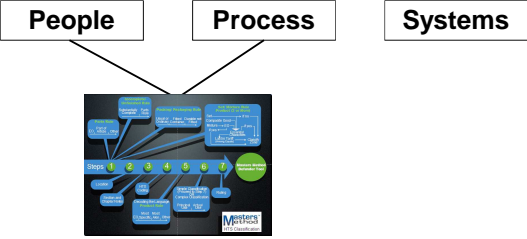
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# Manual



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# Simplified

- ▶ Company Specific
  - ▶ Guidelines
  - ▶ Forms
  - ▶ Checklists

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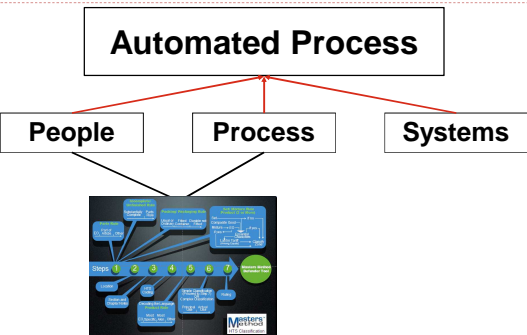
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# Automated



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## Outsourced



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## Resource Allocation

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## Resource Allocation



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## Allocating Resources

- ▶ Based on:
  - ▶ Data
  - ▶ Management option (4)
  - ▶ Time
  - ▶ Total Hours
  - ▶ Skill Level



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## Presentation

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## C-Level Values

- ▶ Duty Saved
- ▶ Reduced cost
- ▶ Customer satisfaction
- ▶ On-time deliveries
- ▶ Company reputation
- ▶ Staying out of trouble



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# Maintain

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## Scheduled

- ▶ Automatic
  - ▶ Every 6 months
- ▶ Conditional
  - ▶ As changes occur
  - ▶ Management requests

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## Value Based Communication

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## Value Based Communication

- ▶ Risk Management
- ▶ Efficiency
- ▶ Low Cost
- ▶ Customer Care
- ▶ Company Reputation and GoodWill
- ▶ Increased Revenue
- ▶ Strategic Planning
- ▶ Integration



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## Monday Morning

- ▶ Empowered
- ▶ More confidence
- ▶ Job security
- ▶ Start the CBP



A few of you will, will you be one of them?

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Learn to quickly identify responsibilities, assign priorities and allocate resources with a compliance business plan

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# Questions?

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## Thank You!

**Contact us:**  
training@zissergroup.com  
619.671.0376  
2297 Niels Bohr Court Suite 114  
San Diego, CA 92154

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