



Center for  
**Global Trade**  
Education and Compliance

## **TRADE COMPLIANCE WEBINARS: BASIC BUT PRACTICAL SERIES**

*The Center for Global Trade Education and Compliance and the Law Office of Lawrence W. Hanson, P.C. have developed an 18 month, 30 webinar series designed to provide importers, exporters, and other international logistics professionals with a base of understanding of U.S. trade regulation.*

[www.globaltradeeducation.com](http://www.globaltradeeducation.com)

**Compliance Begins With Understanding**

## Why was this Basic But Practical series created?

---

The Basic But Practical series was created to help prevent legal problems before they occur. Penalties, criminal sanctions, detentions, seizures of merchandise, liquidated damages, denial of benefits, and other enforcement consequences are usually not the result of an intentional violation of the law. Instead, the lack of knowledge within an importing, exporting or service providing organization can lead to these unfortunate consequences. Even for those with the foresight to implement a training program, the content of that program is generally a disjointed patchwork of available seminars, webinars, or self-study, rather than a cogent and well thought out program of study.

Our course is developed to provide understanding of trade regulation by focusing each class on four separate, but overlapping, facets of the regulatory environment.

## Overview

---

### 1. A review of relevant regulations

Our approach begins with the obvious review of regulations that are relevant to international trade professionals. Selections of regulatory requirements are made with an eye toward exposing or reviewing legal requirements that are central to routine operations facing logistic professionals. Issues relating to imports have included entry procedures and documentation, the classification and valuation of merchandise, country of origin and marking, trade agreement compliance, Chapter 98 entries, duty savings and refund programs, and other import requirements. Export control issues have included an overview of export control procedures, an agency by agency review of mission and authority, and export documentation and enforcement.

### 2. An examination of the regulatory requirements from the perspective of the government

Our focus on development through this webinar series is not just a recitation or summary of a regulation. It includes a view of that regulation from the perspective of the governmental regulators. Understanding the reasons for a regulation from the perspective of the regulators can help deepen understanding of regulatory requirements and enhance compliance with those requirement while also providing a basis for discerning the impact of changes in regulatory requirements as they evolve.

### 3. Regulations from the audit and enforcement perspective

The Basic But Practical series also provides a perspective drawn from audit and enforcement. Looking at an issue from the context of an audit, an investigation, or a civil or criminal enforcement situation helps not only to deepen an understanding of the law, but also helps to prepare for an enforcement action, or avoid it altogether.

### 4. Regulations from the corporate compliance perspective

Finally, the Basic But Practical series will examine issues from the corporate perspective of compliance. Best practices, compliance planning, budgeting, and the avoidance of pitfalls will round out basic knowledge of regulatory issues. Compliance begins with an understanding of legal requirements drawn not just from a review of the requirements themselves, but also an understanding of those requirements from the shared perspective of governmental agencies and corporate compliance managers.

# Outline - 30 Classes

---

## Overview of U.S. Import Regulations

1. Introduction to Customs and Border Protection
2. Entry Procedure and Documentation
3. Selecting and Working with your Customhouse Broker
4. Proper Reporting of Import Value
5. Additions to Value and Special Value Topics
6. Basic Classification Pursuant to the HTSUS
7. Special Topics in Import Classification
8. Classification Best Practices and Due Diligence
9. Country of Origin and Country of Origin Marking
10. Free Trade Agreements
11. Duty Reduction Entry Requirements
12. Foreign Trade Zones and Bonded Warehouse
13. Working with Other Government Agencies
14. Customs Rulings
15. Protests
16. Import Penalties and Prior Disclosures
17. Customs Audits
18. Customs Investigations
19. Cargo Security and Customs
20. Import Compliance Management

## Overview of U.S. Export Regulations

1. Introduction to U.S. Export Controls
2. Export Documentation
3. Bureau of Industry and Security Regulations
4. BIS Licensing and Enforcement
5. Office of Foreign Assets Control Regulations
6. OFAC Licensing and Enforcement
7. Directorate of Defense Trade Controls
8. ITAR Licensing and Enforcement
9. Penalties, Investigations and Voluntary Self Disclosures
10. Export Compliance Management

## Course Format

---

Each of the 30 courses can be taken individually as your needs or interest might require but participants who successfully complete all 30 courses will receive a certification of that accomplishment.

Each course will be in a webinar format lasting for 1.25 to 1.5 hours on Mondays between 12:00 PM - 1:30 PM Central time, with a live or taped makeup session on Saturday morning at 10:30 AM Central time. Those electing to complete the course work on their own, and without disruption to their work day, can elect the Saturday only program times, although participants can change the elected time slot at any time.

There will be a short 10 – 15 questions quiz at the end of each session which will be required to successfully complete the program certification.

[www.globaltradeeducation.com](http://www.globaltradeeducation.com)

**Compliance Begins With Understanding**

**YES! Please register me for: Basic But Practical Series**

Cost: \$195.00/class/person

**Organization Discount:**

20% - ICPA, AAEL, NCBFAA, API, AIIS, and Others\*

\*Discounts are given to members of other organizations which promote the Basic But Practical series. Please call for further details.

**Early Bird Discount:**

10% - If paid prior to 30 days before the scheduled class

**Discounts for prepaid commitment for entire program:**

If prepaid for all 20 import classes	10%
If prepaid for all 10 export classes	10%
If prepaid for 30 combined classes	20%

**Total Possible Discounts:**

Organization Discount	20%
Early Bird Discount	10%
<u>Prepaid commitment for entire course</u>	<u>20%</u>
<b>Total Discounts Available:</b>	<b>50%</b>



**BASIC BUT PRACTICAL SERIES**

Center For Global Trade Education and Compliance accepts Visa, MasterCard, and American Express

**Questions: Contact us by telephone at 713-961-8008 or e-mail [info@globaltradeeducation.com](mailto:info@globaltradeeducation.com)**

PLEASE COMPLETE THE FOLLOWING INFORMATION & RETURN TO:

**Center for Global Trade Education and Compliance, Inc.  
1330 Post Oak Blvd, Suite 1225, Houston, Texas 77056  
Facsimile: 713-961-8022 or Email: [info@globaltradeeducation.com](mailto:info@globaltradeeducation.com)**

**Please provide an email address so that we may update you with any changes to the event.**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, & Zip: \_\_\_\_\_

Name of trade related organization: \_\_\_\_\_

Amount after discounts: \_\_\_\_\_

Payment: \_\_\_\_\_  Visa  Mastercard  American Express

Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Cardholder's Name: \_\_\_\_\_

Cardholder's Signature: \_\_\_\_\_

**CANCELLATION AND REFUND POLICY**

The Center reserves the right to cancel any course in case of emergency. The Center also reserves the right to cancel any program up to 14 days prior to the program. In such cases, the Center will be responsible only for refunding amounts paid to the Center. If you notify us that you will be unable to attend a Center course more than 30 days prior to the date of the course, a full refund will be given less a \$25.00 processing fee. If you notify us that you will be unable to attend a Center course less than 30 days prior to the date of the course, full credit for the course may be applied toward any other course the Center may offer. Substitution of course attendees is acceptable at any time but we would appreciate timely notice of the substitution so that name tags and completion certificates can be prepared.

**[www.globaltradeeducation.com](http://www.globaltradeeducation.com)**

**Compliance Begins With Understanding**