

## "LEGAL ESSENTIALS TO EXPORT" TOOLKIT

These educational programs are designed to help businesses identify legal and compliance issues that are relevant as businesses pursue export opportunities. Join Foster Swift Collins & Smith PC and special guest speakers for an interactive workshop to learn tips and tools to ensure compliance. Seminars are free, but registration is required.

# INTELLECTUAL PROPERTY & FOREIGN BUSINESS PARTNER CONTRACT

## FEBRUARY 22 8:30 a.m.-12 p.m. LANSING

313 S. Washington Sq. Lansing, MI

## MARCH 14 8:30 a.m.-12 p.m. SOUTHFIELD

28411 Northwestern Hwy Southfield

# **SEPTEMBER 12** 12 p.m.–4 p.m.

**GRAND RAPIDS** 1700 E Beltline NE #200 Grand Rapids

#### TRADEMARK/SERVICE MARK READINESS

- Discussion of types of intellectual property
- Importance of protecting intellectual property, specifically name and trademark, in international markets
- Process and time frame for protecting intellectual property internationally, including alternative strategies
- Resources available to help combat infringement
- Tips on avoiding costly litigation and disputes related to U.S. and international trademark infringement

#### FOREIGN AGENT/DISTRIBUTOR CONTRACT CHECKLIST

- Top 12 most important issues to address in contracts with foreign business partners
- How U.S. laws and regulations will impact the relationship
- Resources available to help with due diligence regarding foreign business partners
- A foreign agent/distributor contract checklist

## EXPORT CONTROL OVERVIEW COMPLIANCE TRAINING

#### MARCH 24

8:30 a.m.-12 p.m., SOUTHFIELD

28411 Northwestern Hwy, Southfield

#### **EXPORT CONTROL OVERVIEW COMPLIANCE TRAINING**

- Export control regulations and how they might affect doing business internationally. Processes and procedures that can help ensure compliance with applicable regulations
- Trade embargoes, sanctions and restricted party screening
- Resources available to help comply with export regulations and export control reform
- Enforcement: what happens when there is a violation

### **ADVANCED COURSE: EXPORT CONTROLS**

#### **APRIL 12**

8:30 a.m.-12 p.m., MT. PLEASANT

MMCC Morey Tech Center, Rooms 108, 110, 2600 S Summerton Rd, Mt. Pleasant

### YOUR ITAR REGISTERED! NOW WHAT?

#### And Product Classification Exercise (EAR and ITAR)

- Obligations for ITAR registered entities
- Product classification under EAR and ITAR
- Resources available to help comply with export regulations
- The compliance obligation
- Top 10 best practices for product classification

# INTELLECTUAL PROPERTY & FOREIGN BUSINESS PARTNER CONTRACT AND EXPORT CONTROL OVERVIEW COMPLIANCE TRAINING

#### MAY 4

8:30 a.m.-4 p.m., TRAVERSE CITY

Networks Northwest, 600 East Front Street, Suite 104, Traverse City

The agenda combines the two basic half day programs described above

Register @ https://MEDC.cvent.com/legalessentials2017

