

Global Business Club of Mid-Michigan

Preparing for Defense Trade Shows & Sales

Tuesday, November 27 -- 1:45pm-6:00pm

MSU Henry Center for Executive Development - 3535 Forest Road, Lansing

- 1:45- 2:00 p.m. **Registration & Networking**
- 2:00- 2:15 p.m. **Welcome & Opening Remarks**
Ian Conyers, Senator, 4th District, Economic Development & International Investment,
Energy & Technology Committee
Jade Sims, International Trade Specialist, MSU Int'l Bus. Center
- 2:15-2:20 p.m. **MEDC/Michigan Defense Center Defense Export Initiatives**
Natalie Chmiko, Director, International Trade, MEDC
- 2:20-2:30 p.m. **Obtaining Federal, State & Local Government Contracts**
Kim Langenberg, Program Manager, PTAC of South-Central Michigan
- 2:30-3:15 p.m. **Export Control Considerations for Defense Industry Trade Shows**
Jean Shtokal, International Trade Attorney, Foster Swift, Collins & Smith, P.C.
- 3:15-3:30 p.m. **BREAK**
- 3:30-3:45 p.m. **Taking Advantage of Show Services**
Jeanne Broad, International Trade Manager, MEDC
- 3:45-4:15 p.m. **Trade Show Preparation & Intellectual Property Protection**
Jade Sims, International Trade Specialist, MSU Int'l Bus. Center
- 4:15-4:30 p.m. **Foreign Corrupt Practices Act Considerations**
Jean Shtokal, International Trade Attorney, Foster Swift, Collins & Smith, P.C.
- 4:30-5:00 p.m. **Strategies for Defense Exports (Target Markets/ /US Commercial Service Support for Defense Exports)**
Murat Muftari, US Commercial Service Export Assistance Center
- 5:00-6:00p.m. **RECEPTION**

Information and registration: www.GBClub.msu.edu - \$40 registration fee includes reception

www.GBClub.msu.edu - 517.353.4336 – check us out on social media:



MICHIGAN STATE
UNIVERSITY

Broad College of Business
International Business Center



MICHIGAN BUSINESS
NETWORK.COM

FOSTER SWIFT
FOSTER SWIFT COLLINS & SMITH PC || ATTORNEYS

LANSING REGIONAL CHAMBER