



Export Compliance Solutions & Consulting

## ITAR & EAR BOOT CAMP

**Attend Virtually or in Person**

**Sheraton Grande/1400 6<sup>th</sup> Avenue Seattle, WA 98101**

**JULY 7-8, 2021**

### Wednesday, July 7, 2021

#### Part I – ITAR: LICENSING UNDER THE ITAR

7:30 am PST	Breakfast
8:00 am PST	<b>Seminar Welcome and Introductions</b>
11:00 am EST	Suzanne Palmer, President, Export Compliance Solutions (Tab 1)
8:10 am PST	<b>“Test Your Knowledge”</b> An export compliance quiz on major issues. (Tab 2)
11:10 pm EST	
8:15 am PST	Presentation: <b>“Understanding State/DDTC and the ITAR”</b> A look at the State Department’s Directorate of Defense Trade Controls (DDTC) Suzanne Palmer, President/CEO ECS (Tab 3)
11:15 pm EST	
9:00 am PST	Presentation: <b>“The Order of Review, Specially Designed &amp; the Commodity Jurisdiction Process”</b> Lisa Bencivenga (Tab 4)
12:00 pm EST	
9:30 am PST	Exercise 1: <b>“Classifying Your Product”</b> (Tab 5)
12:30 pm EST	
10:00 am PST	Presentation: <b>“How to Complete an Electronic DSP-5 License”</b> Knowing the types of licenses & completing all blocks on a license. Lisa Bencivenga (Tab 6)
1:00 pm EST	
10:30 am PST	Presentation: <b>“Understanding Technical Data &amp; the Public Domain”</b> Understanding the intricacies of technical data. Suzanne Palmer (Tab 7)
1:30 pm PST	
11:00 am PST	Break
2:00 pm EST	
11:15 am PST	Exercise 2:- <b>“Defining Technical Data”</b> Case study and group presentations (Tab 8)
2:15 pm EST	
12:00 pm PST	LUNCH
3:00 pm EST	
12:45 pm PST	Presentation: <b>“Licensing Requirements for Foreign Employees”</b> What you need to know to apply for a DSP-5 Foreign Employee license. Lisa Bencivenga (Tab 9)
3:45 pm EST	
1:15 pm PST	Presentation: <b>“ITAR Exemptions”</b> Utilizing the most common ITAR exemptions to include retransfers. Suzanne Palmer (Tab 10)
4:15 pm EST	
1:45 pm PST	Presentation: <b>“Violations &amp; Lessons Learned from Consent Agreements”</b> Recent ITAR violators & how to avoid trouble. Lisa Bencivenga (Tab 11)
4:45 pm EST	
2:15 pm PST	Seminar Day One Wrap-Up
5:15 pm EST	

## Thursday, July 8, 2021

### PART II – EAR: LICENSING UNDER THE EAR

7:30 am PST 8:00 am PST 11:00 am EST	Breakfast Presentation: <b>“Understanding Commerce/BIS and the Regulations”</b> <i>A look at the Commerce Department, Bureau of Industry &amp; Security &amp; the CCL.</i> Suzanne Palmer <b>(Tab 12)</b>
8:30 am PST 11:30 am EST	Presentation: <b>“The Ten General Prohibitions &amp; Red Flags”</b> A review of Part 736 of the EAR. Lisa Bencivenga <b>(Tab 13)</b>
9:00 am PST 12:00 pm EST	Presentation: <b>“Classification &amp; Reading the Export Control Classification Number (ECCN),”</b> An examination of EAR Part 738 & 774. Suzanne Palmer <b>(Tab 14)</b>
9:30 am PST 12:30 pm EST	Exercise 3: <b>“Finding a Product on the CCL”</b> (Tab 15)
10:00 am PST 1:00 pm EST	Presentation: <b>“BIS Registration, Applying for a License, Preparing a Letter of Explanation (LOE) and U.S. Government Staffing Points”</b> Suzanne Palmer <b>(Tab 16)</b>
10:30 am PST 1:30 pm EST	<b>Break</b>
10:45 am PST 1:45 pm EST	Presentation: <b>“License Exceptions &amp; the Strategic Trade Authorization”</b> A review of Part 740 of the EAR. Lisa Bencivenga <b>(Tab 17)</b>
11:15 am PST 2:15 pm EST	Exercise 4: <b>“Utilizing the Exceptions”</b> (Tab 18)
11:45 am PST 2:45 pm EST	<b>Lunch</b>
12:30 pm PST 3:30 pm EST	Presentation: <b>“EAR &amp; ITAR Recordkeeping &amp; Compliance”</b> Suzanne Palmer <b>(Tab 19)</b>
1:00 pm PST 4:00 pm EST	Presentation: <b>“Due Diligence: Preventing Violations”</b> Lisa Bencivenga <b>(Tab 20)</b>
1:30 pm PST 4:30 pm EST	<b>Answers to Quiz/Seminar Wrap Up/Evaluations</b> <b>(Tab 21)</b>
1:45 pm PST 4:45 pm EST	<b>Conclusion of Seminar</b>

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

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