

ABOUT THIS WORKSHOP

This is a comprehensive program designed for the practitioner. It will provide export licensing and compliance personnel with the tools they need to guide and assist their company with licensing and compliance best practices when exporting goods and technology subject to the ITAR.

You will learn ways to prepare your license applications and agreements more effectively and help avoid those nasty Return Without Actions!

Who should attend? Personnel involved with completing license applications or agreements, compliance managers, and empowered officials will all benefit from this workshop.

ABOUT THE PRESENTERS

Fae Daniels, President - In addition to 20 years experience in all facets of export licensing, Fae has special expertise in compliance issues including training and audits. Prior to establishing FD Associates (formerly FD Logistics) in 1990, Fae served 20 years at the Australian Embassy where she managed the procurement of a variety of military systems and support spares.

Jenny Hahn, Vice President - Since joining FD Associates in 1992, Jenny has assisted exporters with a variety of licensing matters. Jenny has expertise and experience in export documentation, shipping, and U.S. Customs requirements including detentions and seizures.

Registration

Fee: \$795.00 FOR BOTH DAYS

(Fee includes course materials, pocket ITAR, breakfast, refreshments and lunch)

Name _____

Title _____

Company Name _____

Street Address _____

City, State, Zip _____

Email _____

Phone _____

Fax _____

Mail Registration Form and Check to:

FD Associates, Inc.

7926 Jones Branch Drive, Suite 260

McLean, VA 22102

Phone: 703-847-5801

Fax: 703-847-1523

Registration can only be accepted on receipt of your payment. Please make checks payable to FD Associates, Inc. We apologize but no credit cards can be accepted. Registrations must be received by February 14, 2007 to ensure enrollment. Cancellations cannot be refunded after February 16, 2007.

For more information please contact FD Associates at 703-847-5801 or visit our website at www.fdassociates.net

FD ASSOCIATES, INC.

ITAR LICENSING WORKSHOP

Advisors in Export Regulation and Licensing

 February 21 -22, 2007

Enroll now for a two-day workshop on the International Traffic in Arms Regulations (ITAR). Day One will focus on the overall scope of the ITAR including compliance requirements, license preparation shipping and record keeping. Day Two will be an in-depth look at the requirements for licensing technical data and defense services including a step-by-step review of the State Department's agreement template.

***THIS IS AN INTERACTIVE WORKSHOP
FOR EXPORT COMPLIANCE AND
LICENSING PERSONNEL.***

Location:

Courtyard by Marriott—Tysons Corner

1960 A Chain Bridge Road

McLean, VA 22102

703-790-0207

www.Marriott.com/WASTN

**For accommodations we recommend the
Courtyard by Marriott or one of these other fine
area hotels:**

Embassy Suites Tysons Corner 703-883-0707

Hilton Mclean Tysons Corner 703-847-5000

Marriott Tysons Corner 703-734-3200

THE WORKSHOP AGENDA

DAY 1

ITAR HARDWARE LICENSING

7:15-8:00 - Registration and Continental Breakfast

8:00-08:15 - Introductions

8:15-9:30 - US Export Laws
Overview; Compliance Requirements

9:30 -10:00 - Intro to the ITAR
Scope and Authorities; Key ITAR Definitions

10:00-10:15 - Break

10:15-11:45 - Overview of ITAR Licensing
ITAR Form Licenses; Defense Services Licensing

11:45-1:00 - Lunch

1:00-2:45 - ITAR Hardware Licensing
Intro into D-Trade & D-Trade Demo

2:45-3:00 - Break

3:00-3:30 - Exemptions
Practical Exercise: Exemption Scenarios

3:30-4:15 - Shipping, Record Keeping and
Reporting

4:15-4:30 - Review and Wrap-up

DAY 2

TECHNICAL DATA & DEFENSE SERVICES

7:30-8:00 - Continental Breakfast

8:00-8:30 - Review Yesterday's Program

8:30-9:00 - Technical Data
Defense Service Fundamentals

9:00-10:00 - Tech Data & Defense Services Licensing
Marketing; Off-Shore Procurement; Foreign
Persons, TAAs, MLAs

10:00 -10:15 - Break

10:15-11:15 - Agreement Preparation:
Review State Department Template

11:15-11:45 - Agreement Post Approval Activities
Reporting Requirements; Agreement Management

11:45-1:00 - Lunch

1:00-1:30 - *Practical Exercise: Agreement Reporting Re
quirements*

1:30-2:30 - Tech Data & Defense Service Exemptions
Exemption Scenario

2:30-3:00 - Your Compliance Responsibilities:
Controlling Technical Data & Record Keeping

3:00-3:30 - Review and Wrap-up

3:30 - Adjourn

ABOUT FD ASSOCIATES

FD Associates specializes in providing guidance to small and medium size companies in export regulation, licensing and compliance.

We offer assistance with:

- *Commodity jurisdiction requests and product classifications*
- *Registration with State and ATFE*
- *Preparation of license applications and technical assistance agreements*
- *Tracking and management of the license review process*

We are also available to provide internal training on the requirements of the International Traffic in Arms Regulations (ITAR) and the Export Administration Regulations (EAR). We can assist with audits and compliance programs and audits to ensure compliance with the regulations..

FD Associates' staff are highly knowledgeable in the requirements of both the International Traffic in Arms Regulations (ITAR) and the Export Administration Regulations (EAR). We have extensive experience in the licensing of a variety of equipment to a broad range of destinations under both the ITAR and the EAR.

This is a workshop for those export compliance and licensing personnel wishing to gain practical experience in the application of the ITAR. The program will include exercises & case studies.