

# International Trade Courses

Spring 2019

Illinois Small Business Development and International Trade Center



Our workshops deliver international business expertise and a high level of take-away value that you can immediately apply.

See course details on the back.

# International Trade Courses

Spring 2019

## New! Export Controls and Enforcement

All parties to U.S. export transactions must ensure their exports fully comply with all statutory and regulatory requirements to avoid any violations. Learn first-hand from a subject matter expert about export control policies, regulations and procedures to help your company minimize the risk of noncompliance. Special Agent Peter Zube will discuss export enforcement including the export control and enforcement community, identifying red flags, best practices for export compliance, and reporting and disclosing potential violations of the Export Administration Regulations (EAR). Active Q & A is encouraged!

**7163 TBSM 87-001 Southlake Campus**  
Thursday, February 21 1 Session  
11 a.m. to 1:30 p.m.  
\$30 TBA P. Zube

Peter Zube is a Special Agent in the Chicago Field Office of the Office of Export Enforcement (OEE), Bureau of Industry and Security (BIS), U.S. Department of Commerce. He has extensive experience and knowledge of various administrative enforcement matters and administered OEE's voluntary self-disclosure program.

## New! NAFTA - USMCA Updates

Learn the key points for export success to Canada and Mexico!

Illinois exports more of its products and services to Mexico and Canada than to any other country, but understanding export documentation and the shipping process can be challenging. Learn the rules to qualify and classify products under the NAFTA Agreement. Understand the NAFTA Certificate of Origin Document, its uses, how to complete it and the difference between an annual vs. single use form. This workshop will help you analyze your current practices and maintain proper export documentation and shipping processes to Mexico and Canada. Expect to hear updates on USMCA with a comparison/contrast to NAFTA.

**7437 TBSM 96-001 Southlake Campus**  
Thursday, March 14 1 Session  
11 a.m. to 12:30 p.m.  
\$30 TBA L. Waller

Lisa Victoria Waller is Vice President and Co-owner of BDG International, Inc. (BDG), located in Elgin, Illinois. BDG has been in business since 1983. BDG is an international freight forwarder, U.S. Customs Broker and Letters of Credit Specialist and is a recipient of the President's "E" Award for Excellence in Exporting in 2013. In February 2016, Lisa was appointed to the Illinois District Export Council (DEC).

## Exporting 101

Are you looking to grow your business through exporting? This workshop provides an entry-level overview of the requirements, procedures and best practices for a successful exporting program. Learn how to determine if exporting is right for your company, the different export models used and the resources available to assist you. We will discuss export readiness, product classification, market research and prioritization, export compliance, methods of payment, finding the right partners, documentation, insurance and overseas transportation.

**7264 TBSM 32-001 Grayslake Campus**  
Tuesday, April 2 1 Session  
11:30 a.m. to 1 p.m.  
\$20 E118 K. Kim

Kevin Kim, MBA, CGBP, is a client-focused and result-driven international trade specialist at the Illinois SBDC International Trade Center. He has an extensive background in global trade/supply chain management and supports clients' efforts to enter, succeed and expand in international trade markets

Schedule a one-on-one export advising session - at no cost - with our International Trade Specialist.

Call (847) 543-2306, or email [jkim16@clcillinois.edu](mailto:jkim16@clcillinois.edu).

To register, visit [www.clcillinois.edu/sbdc-itc/workshops](http://www.clcillinois.edu/sbdc-itc/workshops) or call (847) 543-2033.

Illinois SBDC International Trade Center is funded in part through a cooperative agreement with the U.S. Small Business Administration (SBA), the Illinois Department of Commerce & Economic Opportunity, and the College of Lake County. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact the center at (847) 543-2033 or TDD: (847) 223-0134.