Make compliance a top priority in export and import training. Dramatically enhance your international department's performance and knowledge.

“The best part is everything! Building the foundation of how HTS functions, then the rules and having the opportunity to work through using the codes – so helpful! This will give me confidence and resources to make my job easier and the knowledge to function more efficiently. Additionally, help save my company possible fees, now and in the future.”
Full Day Webinar Topics
8:30am-4pm CT $595 Per person, reference book included

Exporting Procedures
This course will provide an in-depth understanding of export regulations and procedures combined with a study of the appropriate documentation that will give you a valuable advantage in making your international trade business a success. Learn to comply with regulations to avoid violations, fines, fees, and delayed shipments.

Jan 20  Feb 16  Mar 17  Apr 21  May 18  Jun 23

Tariff Classification
Classification for imports, exports, FTA determination & clarification on Section 301 and Section 232. The classification & valuation of goods determine duties and whether goods are subject to quotas, restraints, embargoes, or other restrictions. Shipments with incorrect classifications may not reach their destination or may be subjected to fines.

Jan 25  Feb 23  Mar 23  Apr 27  May 25  Jun 29

Importing Procedures
Learn the importance of accurate paperwork and timely reporting. Designed to help commercial importers become more aware of their regulatory obligations, learn your broker’s responsibilities, and develop strategies for improving trade compliance within their organization. This course focuses on the import entry processes and the fundamental disciplines required for making an entry.

Jan 12  Feb 08  Mar 08  Apr 12  May 10  Jun 15

USMCA - The New NAFTA
USMCA is the new Modernized NAFTA. Learn what the new changes mean for you and how it will affect your current NAFTA process in this USMCA webinar. Special sectors will be discussed and covered. You may need to change your supply chain to continue to benefit under the new agreement.

Jan 26  Feb 24  Mar 24  Apr 28  May 26  Jun 30

Managing Forwarders, Brokers & Carriers is the theme of this course. Learn to control your international shipments by directly coordinating your documents with transportation rules and procedures. Review the air and ocean transportation & documentation process. A comprehensive review of the roles of the forwarder and the customs broker. Learn the evaluation and selection process of the international forwarder, customs broker, and carrier.

Jan 27  Feb 22  Mar 22  Apr 26  May 24  Jun 28

Int’l Letters of Credit
As your international business grows, so will your financial risks and uncertainties. Imagine not getting paid for your international sales! Learn to fully comply with Letters of Credit requirements. Learn how to ensure that you receive payment for your shipments, how to get paid faster, and how to lower bank fees.

Feb 10  Mar 10  Apr 14  May 12  Jun 17

Advanced Importing 201
Advanced Import Compliance. Did you know that U.S. Customs requires that importers have written policy and procedures for record-keeping and customs compliance? This course builds upon techniques presented in our U.S. Importing course and explains how to implement and strengthen your import controls. Course also describes what you should do to prepare for the eventuality of a CBP audit.

Jan 13  Feb 09  Mar 09  Apr 13  May 11  Jun 16

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**Incoterms® 2020 Rules**
International Commercial Terms were created to facilitate international trade. But without a good understanding of Incoterms®, the terms you are using may be putting your company at risk and adding unnecessary costs. It's important that you understand which Incoterms is best for your company. Take this class to understand who is responsible for insurance and when the transfer of risk moves from the Seller to the Buyer.

Jan 21
Feb 17
Mar 18
Apr 22
May 19
Jun 24

**CTPAT**
Customs Trade Partnership Against Terrorism. This course is for developing, implementing and/or maintaining CTPAT Certification & Re-certification. Class will explore and discuss all of the new CBP CTPAT Minimum Security Requirements. An authoritative and comprehensive course for building a dynamic and cost effective CTPAT program. You will learn about hard and soft benefits to securing your supply chain.

Feb 04
Apr 08
Jun 10

**Export to Mexico**
This course is designed to help organizations understand the legal requirements of doing business in Mexico and provide an opportunity to focus on internal procedures which will enable companies to practice a level of reasonable care. This course has been designed to provide a comprehensive guide for the requirements for shipping products to Mexico and to facilitate exporting to Mexico.

Mar 03
May 05

**Export to Canada**
Attend this class to get tips on doing business with Canada. Learn about the Canadian customs requirements, review procedures, learn the documentation requirements, non-resident importations and the process of clearing goods at Canadian Customs. This course has been designed to provide a comprehensive guide for the requirements for shipping products to Canada and to facilitate exporting to Canada.

Mar 04
May 06

**Customer Testimonials**

"Instructor gave easy to understand examples in plain language. The presenter's knowledge of the material and the industry were most beneficial. The discussion regarding freight forwarders, customs brokers and ocean bill of lading were most beneficial. Instructor is an excellent, engaging and effective speaker."

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"Everything was beneficial. I learned a lot of wrongs that we are doing as a company and how we can move forward to save money. It will help me with shipping my orders correctly and terms to use."

"I love your USMCA Webinar. It was extremely informative and I am seeing immediate benefits for our company. With the information gained, I've since been able to see the possibilities for savings throughout our organization and have pointed them out to our Director of Trade Compliance. This is definitely a must for anyone importing and exporting within North America and well worth the cost."

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"This material was well presented and very helpful. I enjoyed the presentation, enthusiasm and ease of understanding. Instructor explained the topic very well and answered everyone's questions clearly and consistently. Thank you!"

 witness your every step. The key to success is to stay focused on your goals and to relentlessly work towards achieving them. Don't let setbacks or failures hold you back. Keep striving and believe in yourself.

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**9am-12:30pm CT  $395 per person, PPT book included**

<table>
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<tr>
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<tr>
<td>Mar 29</td>
<td><strong>Automotive Tariff</strong></td>
<td>The automotive industry faces challenges when manufacturing and shipping products globally. With trade agreements, duties, and regulations, it can become a big effort to keep up with the trade compliance challenges. Begin with a solid foundation with properly classified products to ensure correct duties and preferential duty programs such as USMCA.</td>
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<td>Mar 30</td>
<td><strong>Automotive USMCA</strong></td>
<td>The automotive industry in the U.S., Mexico, and Canada are highly dependent on trade within the region. USMCA allows manufacturers to remain competitive in a global market of competitors. This USMCA automotive course takes a look at the different requirements, documentation and qualification procedures for your automotive products.</td>
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