

# LEGAL CONSIDERATIONS ESSENTIAL TO EXPORT SUCCESS

A Webinar Series



Export growth is a key part of Michigan's economic recovery and a tremendous opportunity for businesses of all sizes eager to expand. Proactively handling legal issues and regulations associated with exporting is vital to achieving a business' exporting goals.

To help business owners and managers in charge of export strategy become familiar with the most common legal issues related to exporting, the International Trade Team at Foster Swift Collins & Smith PC in conjunction with the MEDC STEP Grant Export Office is offering a series of webinars. The webinar format includes a presentation on the title topic followed by a question and answer period. Attendees enjoy the opportunity to ask questions while remaining anonymous to other participants via the webinar software. Participants will also receive a topic-specific checklist to use in strategy planning.

Date	Topic	Presenter
<b>February 20, 2013</b> 8:30-9:30 am	<b>Legal Considerations Essential to Export Success Overview</b> A framework of the legal and regulatory factors that exporting businesses need to address	<b>Jean Shtokal</b>
<b>March 6, 2013</b> 8:30-9:30 am	<b>International Intellectual Property Protection Strategies</b> An overview on how to protect your business identity abroad including key dates and timelines	<b>Sam Frederick</b>
<b>March 20, 2013</b> 8:30-9:30 am	<b>Agent/Distributor Agreements</b> Factors to consider in Agent/Distributor selection and agreements	<b>Jean Shtokal</b>
<b>April 10, 2013</b> 8:30-9:30 am	<b>Export Controls</b> Why it's important to know what ITAR, EAR and OFAC are and the enormous cost for failing to comply	<b>Jean Shtokal</b>
<b>April 24, 2013</b> 8:30-9:30 am	<b>Joint Ventures</b> An introduction to factors that should be assessed for a successful joint venture.	<b>Jean Shtokal</b>

**Cost:** No registration fee. This is a series of complimentary webinars.

**Attendance:** Attend one, attend all, or participate in the sessions of interest to you.

**Questions:** Please contact Eriola Grabocka | 517.371.4094 | grabockae@michigan.org

**Registration:** at [www.fosterswift.com/news-events-export.html](http://www.fosterswift.com/news-events-export.html) - up to 24 hours prior to start time.