



WORLD TRADE CENTER® DENVER



2018/19 COURSE CATALOG

WE GROW TRADE

Trade is our business. Your success is our mission.

FALL 2018 CLASS SCHEDULE

A Beginner's Guide to Importing & Exporting.....	8/15/18
Developing Your Export Strategy.....	8/23/18
Incoterms® 2010.....	9/6/18
Export Documentation, Shipping & Insurance.....	9/13/18
International Law & Intellectual Property Rights.....	9/20/18
Certified Global Business Professional Exam Prep.....	9/24-26/18
Ethics in International Trade.....	10/23/18
International Sales.....	10/30/18
Import Sourcing.....	10/31/18
International Marketing.....	11/1/18
Trade Finance, Letters of Credit & Foreign Exchange.....	11/8/18
NAFTA Documentation & Regulations.....	11/15/18
Import Compliance Concepts.....	11/29/18
Tax & Your International Business.....	12/6/18
Export Compliance, Obligations & Risk Mitigation.....	12/13/18

SPRING 2019 CLASS SCHEDULE

A Beginner's Guide to Importing & Exporting.....	1/17/19
Developing Your Export Strategy.....	1/24/19
Import Logistics.....	1/31/19
Incoterms® 2010.....	2/7/19
Trade Finance, Letters of Credit & Foreign Exchange.....	2/14/19
Export Documentation, Shipping & Insurance.....	2/28/19
International Marketing.....	3/14/19
International Traffic In Arms Regulations (ITAR).....	3/20/19
International Sales.....	3/26/19
International Contracting.....	3/28/19
BIS: Complying with U.S. Export Controls.....	4/3-4/19
Global Supply Chain Management.....	4/18/19
Due Diligence For International Trade.....	4/23/19
Global Cross Cultural Communication.....	4/25/19
Managing Global Hiring, HR & Teams.....	5/2/19

PRACTICAL CLASSES REAL-WORLD APPLICATION

This is no ordinary classroom! Instead of textbooks and theory, you'll receive practical, hands-on training chock full of real-world examples and tangible advice that you can put to use immediately. Our peer-to-peer philosophy means you'll learn from the experiences of your instructors and fellow classmates alike. We're committed to helping both your business and your career gain a competitive advantage on the international stage. From importing and exporting know-how to global operations to international trade nuances, World Trade Center Denver offers the must-have curriculum for any business or individual committed to expanding business operations globally.

>> REGISTER TODAY: WTCDENVER.ORG

Don't see the course you need? Contact WTC Denver to discuss customized class offerings at our location, or yours.

>> Call 303-592-5760 or email at institute@wtcdenver.com

"WE ASK EVERY EMPLOYEE THAT INTERACTS WITH OUR GLOBAL DEALERS TO TAKE COURSES FROM THE WORLD TRADE CENTER DENVER. AS A RESULT, OUR PROCESSES ARE MORE EFFICIENT AND OUR TEAM IS MORE EFFECTIVE."

- LOIS BROWN VERA, LASERTECH

TRADE IS OUR BUSINESS. YOUR SUCCESS IS OUR MISSION.

Unlock Your Global Potential. Join The World Trade Center Denver Today.

World Trade Center Denver

This is the place the Rocky Mountain Region comes together to connect, collaborate, and succeed in global commerce.

Here at World Trade Center Denver, businesses and individuals gain access to the tools and expertise they need to succeed in overseas markets. They learn best practices to increase revenues and improve operational efficiencies. And they network with global business-minded organizations and leaders.

We aren't the average business network. We are one million members, 330 locations, in 100 countries. That's a lot of potential connections. And we're here to give our businesses the global savvy they need to make the most of them.

Through judgment-free consulting services, peer-to-peer training courses and networking events, we help the Rocky Mountain region import and export goods and services strategically. We want to see our region thrive on the global stage.

We believe in Colorado.

And we believe trade makes a difference here.

THANK YOU TO OUR TOP SPONSORS



CERTIFICATE IN INTERNATIONAL TRADE

Member Cost \$1,400 | Non-Member Cost \$2,250 | Student Cost \$700

Cost does not include access to BIS: Complying with U.S. Export Controls or Certified Global Business Professional Exam Prep trainings.

A Certificate in International Trade from the World Trade Center Denver Institute demonstrates a depth of understanding in a range of international business concepts gained from interacting with the region's experts. The international business training offered by the Institute has been recognized nationally and internationally, receiving a prestigious "Best Practices" award from the New York-based World Trade Centers Association (WTCA), several awards from the National Association of Small Business International Trade Educators (NASBITE) for outstanding trade education, and most recently was a proud recipient of the President's "E" Award for Export Service. Several of our instructors have also been recognized at the local and national levels for their relevant and outstanding training skills.

To receive a Certificate in International Trade, applicants must attend the following within 3-years:

- 48 credit hours of Institute educational training (about 10 courses)
- One World Trade Day Conference (annual event in May)
- One World Trade Center Annual Member Gathering (annual event in September)

Do you want National Certification?

Be prepared to sit for the Certified Global Business Professional Exam by obtaining your Certificate in International Trade and attending the Certified Global Business Professionals Exam Prep Training.

>> Register today: wtcdenver.org/CGBP

SPECIALIZED TRACKS

You can now focus your Certificate in International Trade on the topics most relevant to you! Choose to pursue one of the following specialized tracks by focusing your training in that area:

- **Exporter Track**
- **Importer Track**
- **Managing Global Operations Track**

>> TO APPLY:

Please contact the Institute via email at institute@wtcdenver.org or by phone at 303.592.5760. After a brief consultation, you will be provided with an application form that you will need to complete and bring with you to your first training.

"THE CERTIFICATE IN INTERNATIONAL TRADE PROGRAM HAS BEEN A FANTASTIC LEARNING EXPERIENCE AND A GREAT COMPLEMENT TO MY GRADUATE STUDIES."

- RYAN ECONOMY, Baywa r.e. Solar Projects
Certificate in International Trade, 2013

CLASSES & SCHEDULE

A BEGINNER'S GUIDE TO IMPORTING & EXPORTING

August 15, 2018 | 2:00 PM - 3:30 PM

January 17, 2019 | 2:00 PM - 3:30 PM

Member Cost FREE | Non-Member Cost \$15
World Trade Center Denver, 2650 E. 40th Ave.

Want to get involved in international business but have no idea where to start? This course will introduce you to the world of international business from a beginner's perspective and highlight critical resources. This comprehensive package of resources will help you learn what questions to ask and how to get started in international trade. This training is recommended for anyone who has never exported/imported before and is interested in learning more about the process and available resources.

David Russell, Director of Trade Services, World Trade Center Denver

David is the Director of Trade Services for the World Trade Center Denver. He is charged with the development and management of the World Trade Center Denver's Global Business Services. David graduated from Auburn University with a Bachelor's of Science in Economics and from the University of North Carolina School of Law. Before coming to the World Trade Center Denver, he worked as an export analyst for an international beverage company. David is an active attorney in the State of Colorado and passed his Customs Broker exam in April 2018.



BIS: COMPLYING WITH U.S. EXPORT CONTROLS

April 3 - 4, 2019 | 8:30 AM - 4:30 PM

Member Cost \$500 | Non-Member Cost \$550

Location TBD

CLE Credits

Bureau of Industry and Security (BIS) training seminars give you the opportunity to learn first-hand from experienced U.S. Government officials about export control policies, regulations and procedures. This course is a two-day core course on the Export Administration Regulations (EAR). Learn how to navigate the EAR from the agency who knows them best. This training is recommended for export compliance personnel and businesses that export, but currently do not have a system in place to manage their compliance with the necessary regulations.

BIS Staff

The mission of the Bureau of Industry and Security is to advance U.S. national security, foreign policy, and economic objectives by ensuring an effective export control and treaty compliance system and promoting continued U.S. strategic technology leadership.

CERTIFIED GLOBAL BUSINESS PROFESSIONAL EXAM PREP TRAINING

September 24 - 26, 2018 | 9:00 AM - 5:00 PM

Member Cost \$500 | Non-Member \$550

World Trade Center Denver, 2650 E. 40th Ave.

The NASBITE Certified Global Business Professional (CGBP) credential confirms knowledge in international trade and assures that employees are able to practice global business at the professional level required in today's competitive environment.

Securing the credential provides you with an opportunity to stand out from your peers and position yourself more attractively for employment or career advancement.

Jim Foley, Turner Center for Entrepreneurship

Author of "The Global Entrepreneur: Taking Your Business International", Jim Foley is currently an expert trainer, whose experience spans 35 years of marketing, sales, corporate management, and small business consulting. Jim serves as the director of the Turner Center for Entrepreneurship and the Illinois SBDC International Trade Center at Bradley University and Director of International Programs for the Foster College of Business. He is a Past President and current board member of NASBITE International, and has served as the Director of the NASBITE Certified Global Business Professional (CGBP) credential. He is past Chairman and current board member of IATTO - International Association of Trade Training Organizations and serves as national chair of the America's Small Business Development Centers (ASBDC) International Trade interest group.

GLOBAL CROSS CULTURAL COMMUNICATION

April 25, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200

World Trade Center Denver, 2650 E. 40th Ave.

This course will help develop essential cross-cultural communication skills, both listening and speaking, while increasing understanding of how culture affects everyday business. Participants will critically examine how today's business, political and social environments increase the need for cultural and communication competency in order to be successful with international colleagues, both at home and overseas. A goal is to increase your ability to understand and effectively interact with international partners and clients by helping you learn about the impact of culture on international business and build skills for communicating across cultural differences. Through understanding your and others' cultural values and beliefs that can alter perceptions across cultures, and by identifying stereotypes that can hinder cross cultural communication, you can develop tools for communicating more profitably. The course will

also consider communicating with LEP (Limited English Proficiency) business partners, and identify ways that culture impacts negotiation.

Whether your interaction is with international customers and clients in other countries or in the U.S., this course will help you understand what is underneath the words and build cross-cultural skills to be successful, even in times that may be particularly challenging to work across cultures and opposing world views.

Myrna Ann Adkins, Spring Institute for Inter-cultural Learning

DEVELOPING YOUR EXPORT STRATEGY

August 23, 2018 | 8:30 AM - 4:30 PM

January 24, 2019 | 8:30 AM - 4:30 PM

Member Cost \$250 | Non-Member Cost \$350
World Trade Center Denver, 2650 E. 40th Ave.

This course focuses on developing a strategic and tactical plan for entering new export markets, including selecting the right market for your product or service, determining how best to enter the market, and where to make the contacts necessary to get you there successfully. This class explores the practical business side of foreign regulations, language and logistical barriers, and fending off the inevitable invitation to corruption. Through a combination of lecture, discussion, and real-world context, you can actually begin to develop the footprint of a successful market entry plan for your business. This training is recommended for businesses looking to take their business international or to a new market.

Craig Maginness, ExIn Global Strategies

Mr. Maginness has extensive real world experience in the development and implementation of international business strategies, export market entry, and the management of international operations. He teaches international business and other management courses in both the graduate school and undergraduate programs at Johnson & Wales University. He has also taught international business in the EMBA program at Colorado State University. He has been a frequent speaker on international business development and management for the US Chamber of Commerce, local chambers and business development centers and foreign business institutes. He was named the 2013 "Trade Educator of the Year" by NASBITE International. Mr. Maginness's book "Go Global: The Definitive Guide to Success in Entering International Markets" was published in April 2018.

DUE DILIGENCE FOR INTERNATIONAL TRADE

April 23, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

Do you think you found the perfect partner or customer abroad? Unless you've completed the necessary due diligence, you can't be sure. Protect your business by

learning how to properly vet your international partners. Jacqui Beckett has worked with companies the world over, ensuring that their practices are ethically and legally sound. This training is recommended for any individual or company involved in international partnerships, sales, or purchasing.

Jacqui Beckett, Beckett Ethics & Compliance International

Jacqui is currently the President of Beckett Ethics and Compliance International, a global company helping companies create and implement compliance and ethics programs which work around the world. She has authored numerous articles and lectured on ethics and compliance and practical global program implementation at numerous seminars.

ETHICS IN INTERNATIONAL TRADE

October 23, 2018 | 8:30 AM - 4:30 PM

Member Cost \$250 | Non-Member Cost \$350
World Trade Center Denver, 2650 E. 40th Ave.

Interested in bringing your company global but unsure how to do so ethically? Jacqui Beckett has years of experience ensuring that companies' push into overseas markets doesn't come at the cost of their goodwill.

Jacqui Beckett, Beckett Ethics & Compliance International

Jacqui is currently the President of Beckett Ethics and Compliance International, a global company helping companies create and implement compliance and ethics programs which work around the world. She has authored numerous articles and lectured on ethics and compliance and practical global program implementation at numerous seminars.

EXPORT COMPLIANCE, OBLIGATIONS & RISK MITIGATION

December 13, 2018 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

CLE Credits

Learn from compliance experts doing business in every country how to identify your obligations under the Bureau of Industry and Security's Export Administration Regulations (EAR) and to better understand how to mitigate export risk through the development of an Export Management Compliance Program (EMCP). Learn the importance of recognizing and dealing with red flags, how to manage an inquiry from the BIS, and groundwork for developing an EMCP tailored to a company's specific operations and activities. This training is recommended for export compliance personnel and businesses that export, but currently do not have a system in place to manage their compliance with the necessary regulations. This course is eligible for legal CLE credits.

Deiadra Swartz, Jeppesen

Deiadra Swartz is an enthusiastic compliance officer, world traveler, and recovering attorney. In her current role, Deiadra leads trade policy, sanctions, and international affairs at Jeppesen, a digital aviation and analytics company with offices in 14 countries and global headquarters in Englewood, Colorado. For compliance, Deiadra tracks U.S. and United Nations sanctions, embargoes, and trade restrictions while supporting Jeppesen's commercial transactions in 229 countries. For trade strategy, Deiadra monitors U.S. foreign policy and trade agreements, maintains trade revenue reports and provides guidance, while focusing on U.S.-China trade relations.

Dave Glynn, Holland & Hart, LLP

Dave is an attorney with Holland & Hart, LLP. He has recognized experience in conducting detailed internal investigations and audits related to export controls, trade sanctions, and customs law. Working with clients in the development, drafting, and implementation of compliance programs in various areas of federal regulatory law, he utilizes his extensive experience in export management systems and import compliance programs to help his clients achieve their goals. Dave also serves on the board of the World Trade Center Denver.

EXPORT DOCUMENTATION, SHIPPING & INSURANCE

September 13, 2018 | 8:30 AM - 12:30 PM

February 28, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

Local experts provide in-depth review and real-world examples on the following topics: introduction and review of basic export documents, how the documentation process affects payment and customs clearance, Incoterms®, export regulations and compliance, classifying your merchandise under the Schedule B, the role of a freight forwarder, the importance of cargo insurance, letters of credit, temporary exports, and the Automated Export System. This training is recommended for personnel with companies exporting from the USA; including logistics, sales, legal, financial and management departments.

Roy Becker, Roy Becker Seminars

Roy has over 30 years' experience working in the international departments of several banks, where he assisted importers and exporters with the intricate banking needs associated with international trade. After 34 years in the corporate world, Roy made the decision to take his expertise beyond banking and provide training to others around the country who are involved in international trade.

James Ferry, MillerCoors

James has a wide variety of business experience, both in international trade and otherwise. He worked for a Licensed Customs Broker for many years before moving to MillerCoors. At MillerCoors, James is the Trade Compliance Manager, overseeing the import and export compliance functions of the large global business.

GLOBAL SUPPLY CHAIN MANAGEMENT

April 18, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

Improve your knowledge of supply chain management in this valuable short course covering the following critical topics:

- Understanding supply chain maturity
- Preparing your supply chain for global trade
- Optimizing your supply chain for financial success
- Managing continuous change in supply chains
- Strategic supply chain planning through customer and supplier relationship management
- Reinforce the interconnectedness and impact of supply chain decisions throughout all aspects of your business by participating in an interactive simulation

Myron Jarosewich, Innovative Operations, LLC

Myron Jarosewich is the President of Innovating Operations LLC, a supply chain consulting company focusing on establishing Sales and Operations Planning processes and improving manufacturing and warehouse operations.

IMPORT COMPLIANCE CONCEPTS

November 29, 2018 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

This course introduces more advanced importing topics including: reasonable care, fines/penalties/forfeitures, seizures, prior disclosures, audit programs (focused assessments), preparation for CBP Audits, the Importer Self Assessment program (ISA), commodity classification rules and use of the Harmonized Tariff Schedule, duty management, country of origin determination, record keeping, and import valuation.

Dave Glynn, Holland & Hart, LLP

Dave is an attorney with Holland & Hart, LLP. He has recognized expertise in conducting detailed internal investigations and audits related to export controls, trade sanctions, and Customs laws. Working with clients in the development, drafting, and implementation of compliance programs in various areas of federal regulatory law, he utilizes his extensive experience in export management systems and import compliance programs to help his clients achieve their goals. Dave serves on the board of the World Trade Center Denver.

Sally Meier, IBM

In Sally's current position, she has responsibility for international trade compliance across the Americas. She utilizes her over 30 years experience in U.S. importing and exporting to leverage opportunities across the Americas and globally.

IMPORT LOGISTICS

January 31, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

This course deals with topics including: how goods clear Customs, documentation requirements, how to correctly fill out paperwork, payment of duties and liquidation, protests, adjustments (PEA/PSC), roles and responsibilities of a broker or freight forwarder, supply chain security, landed cost concept, and case studies focusing on basics of import classification and filing entry with U.S. Customs and Border Protection. This training is recommended for personnel involved in importing.

Katie Flanigan, Platinum Cargo Logistics

Katie is an Import Manager and Licensed Customs Broker. She assists many importers in dealing with U.S. customs.

IMPORT SOURCING

October 31, 2018 | 8:30 AM - 10:30 AM

Member Cost \$75 | Non-Member Cost \$100
World Trade Center Denver, 2650 E. 40th Ave.

Are you interested in importing foreign products or having your products manufactured abroad? Anthony Russo uses his international business experience to illustrate how you can source your products, verify your partners, and manage your risk. This training is recommended for businesses looking to import products from abroad or move to international production.

Anthony Russo, TradeHub International

President of TradeHub International, Anthony Russo, is a graduate from Charleston Southern University with a BA in Marketing and an MBA in Business Administration. He has spent over ten years working in global business, helping companies establish sourcing and sales relationships around the world. He has held the title of Director of Trade Services for the World Trade Centers Association; Education and Trade Services Manager for the South Carolina World Trade Center; and President of THI Mexico.

INCOTERMS® 2010

September 6, 2018 | 8:30 AM - 12:30 PM

February 7, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

International Commercial Terms, better known as Incoterms®, are the three most important letters in any international sales contract. Before you can understand export or import documentation and compliance, you must understand the basics of Incoterms®. Incoterms® determine which party is responsible for costs if a shipment is damaged in transit. This course, offered by the regional expert in Incoterms®, gives you an in-depth look into the eleven different rules. This training is recommended for all exporters, importers,

international sales personnel, purchasing agents, legal counsel, and finance and logistics professionals.

Roy Becker, Roy Becker Seminars

Roy has over 30 years' experience working in the international departments of several banks, where he assisted importers and exporters with the intricate banking needs associated with international trade. After 34 years in the corporate world, Roy made the decision to take his expertise beyond banking and provide training to others around the country who are involved in international trade.

INTERNATIONAL CONTRACTING

March 28, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

The right contract is the best way to protect yourself when your business crosses borders. Learn how to use this important tool with local attorney, Tyler Rauert as he explains the types of contracts in international business, common clauses and the law that controls them.

Tyler Rauert, Messner Reeves, LLP

Tyler is Of Counsel at Messner Reeves, where he has become a predominant international business attorney in the Front Range. He also serves as an Adjunct Professor at Denver University's Korbel School of International Studies and as Chairman for Denver Sister Cities International. Prior to relocating to Denver, Tyler spent many years teaching at the National Defense University within the Near East South Asia Center for Strategic Studies.

INTERNATIONAL LAW & INTELLECTUAL PROPERTY RIGHTS

September 20, 2018 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

The following topics will be discussed: Foreign Corrupt Practices Act, government regulations and trade law, intellectual property protection, rules of international trade conduct, dispute resolution, policy updates, technology transfer, patent protection abroad, and trade secret issues.

Peter Kinsella, Perkins Coie LLP

Peter is a partner at Perkins Coie in the firm's Technology Transactions & Privacy and Intellectual Property practices. His practice focuses on advising start-up, emerging and large companies on intellectual property, technology, licensing and transaction matters. Before joining the firm in 2010, Pete was a partner with Faegre & Benson. Prior to that, he worked in various legal capacities with Qwest Communications International, Inc. in Denver and Honeywell, Inc. in Minneapolis.

INTERNATIONAL MARKETING

November 1, 2018 | 8:30 AM - 12:30 PM

March 14, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200

World Trade Center Denver, 2650 E. 40th Ave.

Ensuring that the message of your product or service is reaching your international audience is essential to any international strategy. However, your domestic approach may not suffice in international markets. Our instructors will take you through the key points of bringing your message global through traditional and digital marketing.

Gary Burandt, ICOM

Gary Burandt is currently the executive director of ICOM, the leading international independent advertising agency network. Prior to ICOM, Burandt worked for Young & Rubicam for 25 years with management assignments in Chicago, Brussels, Paris, New York, Moscow and Singapore. He wrote a book about opening the first ad agency in the USSR, *Moscow Meets Madison Avenue, The Adventures of the First American Adman in the USSR* (HarperCollins 1995).

Special Guest Lecturer:



INTERNATIONAL SALES

October 30, 2018 | 8:30 AM - 4:30 PM

March 26, 2019 | 8:30 AM - 4:30 PM

Member Cost \$250 | Non-Member Cost \$350
World Trade Center Denver, 2650 E. 40th Ave.

Do less than 50% of your company's sales come from exports? If the answer is "yes," then you need to be in this class. With a vast majority of the world's consumers outside of the United States, providing products and services to businesses and consumers around the world is an essential economic driver for the Rocky Mountain region. Anthony Russo will walk you through street smart techniques for building export sales. This is a no-nonsense, interactive, results-oriented session.

Anthony Russo, TradeHub International

President of TradeHub International, Anthony Russo, is a graduate from Charleston Southern University with a BA in Marketing and an MBA in Business Administration. He has spent over ten years working in global business, helping companies establish sourcing and sales relationships around the world. He has held the title of Director of Trade Services for the World Trade Centers Association; Education and Trade Services Manager for the South Carolina World Trade Center; and President of THI Mexico.

INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR)

March 20, 2019 | 8:30 AM - 4:30 PM

Member Cost \$250 | Non-Member Cost \$350
World Trade Center Denver, 2650 E. 40th Ave.

Doing business overseas can become a daunting task as you attempt to meet the many regulations that govern the products or technology you import or export. The International Traffic in Arms Regulations (ITAR) control

the export and import of defense articles, technical data and services, including certain aerospace technology and products. Understanding the ITAR requirements and how to comply is fundamental to prevent potential costly violations. Join other Colorado companies as we discuss the ever-evolving International Traffic in Arms Regulations (ITAR).

Dave Glynn, Holland & Hart, LLP

Dave is an attorney with Holland & Hart, LLP. He has recognized expertise in conducting detailed internal investigations and audits related to export controls, trade sanctions, and Customs laws. Working with clients in the development, drafting, and implementation of compliance programs in various areas of federal regulatory law, he utilizes his extensive experience in export management systems and import compliance programs to help his clients achieve their goals. Dave serves on the board of the World Trade Center Denver.

Lizbeth Rodriguez-Johnson, Holland & Hart, LLP

Lizbeth helps her clients develop, draft, and implement compliance programs in various areas of federal regulatory law. She has recognized expertise in conducting detailed internal investigations and audits related to export controls and trade sanctions. Lizbeth also drafts license application, commodity jurisdiction requests, technical assistance agreements, registration statements, license applications, and other international regulatory documents.

MANAGING GLOBAL HIRING, HR & TEAMS

May 2, 2019 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

Taking your business global often means expanding your team to include international team members. Whether you are a global business looking to expand into a new market or a small enterprise contracting an international representative, expanding your personnel beyond borders comes with challenges. Two business professionals with extensive experience throughout the international employee process will provide you the framework to hire abroad and manage your global team. This training is recommended for businesses who are looking to expand their teams abroad or better manage their already global personnel.

Rob Crabtree, Velocity Global

Rob is the Vice President of Operations at Velocity Global, a fast-growing and highly-distinguished professional employer organization with capabilities in 185 countries worldwide. Before joining Velocity Global in 2015, Rob received his degree in Political Science and Government from Texas Christian University, his law degree from Charleston School of Law, and is currently finalizing his International MBA from the University of Denver. Rob has advised companies on international expansion strategies globally, with a particular focus on the Gulf Cooperation Council countries in the Middle East.

Kim Chaumillon, Trimble Inc.

Kim Chaumillon is a global professional who has managed human

resources for many firms in the Greater Denver area and abroad. Kim currently serves as the Director of Global Talent Management at Trimble Inc., a company providing advanced location-based software solutions worldwide.

NAFTA DOCUMENTATION & REGULATIONS

November 15, 2018 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

This course will provide you with a comprehensive explanation of how to make a NAFTA qualification determination by using the NAFTA Rules of Origin and applying the Customs concepts of classification, valuation and country of origin. You will also learn how to prepare the NAFTA Certificate of Origin. Real-world examples will make the concepts come to life. In addition, you will receive an overview of NAFTA Verifications, discuss preparation of letters in response to NAFTA solicitations from your customers and learn about basic NAFTA enforcement.

Ivan Koves, Holland & Hart, LLP

Ivan has nearly 30 years of experience in import and export regulatory matters. In addition to working with clients on specific compliance issues, he develops and implements trade compliance policies, procedures, and training. He counsels clients in many international trade areas, including the import and export regimes of the U.S., trade sanctions and anti-dumping matters.

Greg Steele, CoorsTek

Greg has more than 20 years of import & export compliance experience in high-tech manufacturing. Expertise includes; developing and implementing trade compliance processes, manuals, and audits, export jurisdiction determination, export licensing (ITAR, Commerce, NRC, DOE), free trade agreements (NAFTA, SFTA, IFTA, UKFTA), CBP broker management.

TAX & YOUR INTERNATIONAL BUSINESS

December 6, 2018 | 8:30 AM - 12:30 PM

Member Cost \$150 | Non-Member Cost \$200
World Trade Center Denver, 2650 E. 40th Ave.

Whether you are looking to expand your business abroad or are trying to understand how the most significant tax reform in decades affects your overseas operations, you are in a new world in regard to tax and your international business. In this course, Moss Adams LLP Partner Stu Myhill, Senior Manager Rebecca Rogers, and Manager K.D. Sirek cover international tax topics including the global business lifecycle, tax treaties, structuring opportunities with tax reform, and how to plan to minimize your effective global tax rate using incentives and structures.

Stuart Myhill, CPA, Partner, Moss Adams

Stu has practiced public accounting since 1993. He specializes in domestic and international tax compliance; consulting on federal, state, and international tax issues; tax planning for mergers and acquisitions; inbound and outbound tax structuring; advising on transfer pricing; and accounting for income taxes (ASC 740). Stu primarily serves clients in the technology, manufacturing and distribution, and extractive industries. Stu's prior tax experience includes a mix of public accounting and industry experience. Earlier in his career, he held roles as a director in the international tax practice of a Big Four firm and as the global tax director for a publicly traded chemical manufacturer with subsidiaries in over 40 countries.

TRADE FINANCE, LETTERS OF CREDIT & FOREIGN EXCHANGE

November 8, 2018 | 8:30 AM - 4:30 PM

February 14, 2019 | 8:30 AM - 4:30 PM

Member Cost \$250 | Non-Member Cost \$350
World Trade Center Denver, 2650 E. 40th Ave.

This course covers how importers and exporters identify financial risks and use the appropriate method of payment including: letters of credit, cash in advance, documentary collection, and open account. Various economic risks such as exchange rate fluctuations are also discussed. This course introduces you to the basics of Letters of Credit; and review the purpose and function of the UCP 600 rules. In addition, discover six tips for reducing the costs of L/Cs and understand which payment terms work best with each Incoterm. This training is recommended for personnel involved in payments or financing.

Roy Becker, Roy Becker Seminars

Roy has over 30 years experience working in the international departments of several banks, where he assisted importers and exporters with the intricate banking needs associated with international trade. After 34 years in the corporate world, Roy made the decision to take his expertise beyond banking and provide training to others around the country who are involved in international trade.

Bryson Patterson, U.S. Small Business Administration

Bryson Patterson is an Export Finance Specialist at U.S. Small Business Administration. Bryson is responsible for assisting lenders and small businesses in several states like Colorado, New Mexico, Utah and Wyoming to access SBA Export Loan Programs.

Special Guest Lecturers:



"THE STAFF IS SKILLFUL, HUMBLE, SUPPORTIVE, AND PASSIONATE. THE INSTRUCTORS HAVE REAL-WORLD EXPERIENCE AND TEACH FROM PERSONAL EXPERIENCES."

- Yael Shalom, Espoir Beauty, Inc.

CAN'T ATTEND OUR IN-PERSON TRAINING?

Our award-winning trade education programs are now online! The World Trade Center Denver Online Institute offers a growing portfolio of online courses that will educate you on the nuts and bolts of international trade. Whether you are an entrepreneur looking to start-up an export/import business or a seasoned professional looking to update your skills, we will serve your needs *on your time*.

ONLINE CLASSES

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May 14, 2019 | 8:00 AM - 5:00 PM

Colorado Convention Center

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