

# Due Diligence - Knowing Your Customer, the End Use, User & Destination

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One of the most important export controls and one that applies to all exports and exporters is knowing the end user, use and destination. You must employ an aggressive process of due diligence to insure there is no reason not to proceed with a transaction. Not taking reasonable steps to gather relative information and/or ignoring Red Flags can have serious consequences. This program will provide an overview of best practices and the various steps that can be taken to ensure compliance.

## WHO SHOULD ATTEND?

- Anyone responsible for export compliance
- Logistics
- Shipping
- Sales
- Purchasing
- International Supervisors and Managers
- Engineering, Research and Development

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