

# Elements of Due-Diligence When Selling to Distributors, Resellers, and Customers

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An important element of export controls is to ensure that your distributor, subsidiary, or reseller are performing end-user screenings and following US Export Regulations when it comes to making their sales along with following export regulations in their country. This is a basic element of your Due-Diligence procedures.



Learn the steps necessary for your customers to ensure that you have export regulatory requirements clauses in your customer/distributor agreements, ensure your customers are keeping end-use and end-user statements, and following licensing requirements for their sales. It is important to set in place specific procedures for each type of transaction.

This program will provide an overview of best practices and the various steps that can be taken to help ensure compliance. It will further provide specific procedures and options for the various types of transactions.

Who should attend?

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

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