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WELCOME TO

Avoid Costly Mistakes: Import & Export Compliance Basics Every Business Must Know

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Lead Administrator

NEW YORK STATE

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The NY SBDC help small businesses the following ways:



- Helps people start new small businesses
- Helps a small business with growth strategies (like starting to export or import)
- Helps a small business overcome an unforeseen obsticle

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SOURCE: starusa.org

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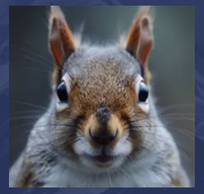
YOU ARE RESPONSIBLE TO DO A DENIED PARTY SCREENING ON EVERY SHIPMENT.



Mike

Trade Compliance Consultant

Required Denied Party Screening

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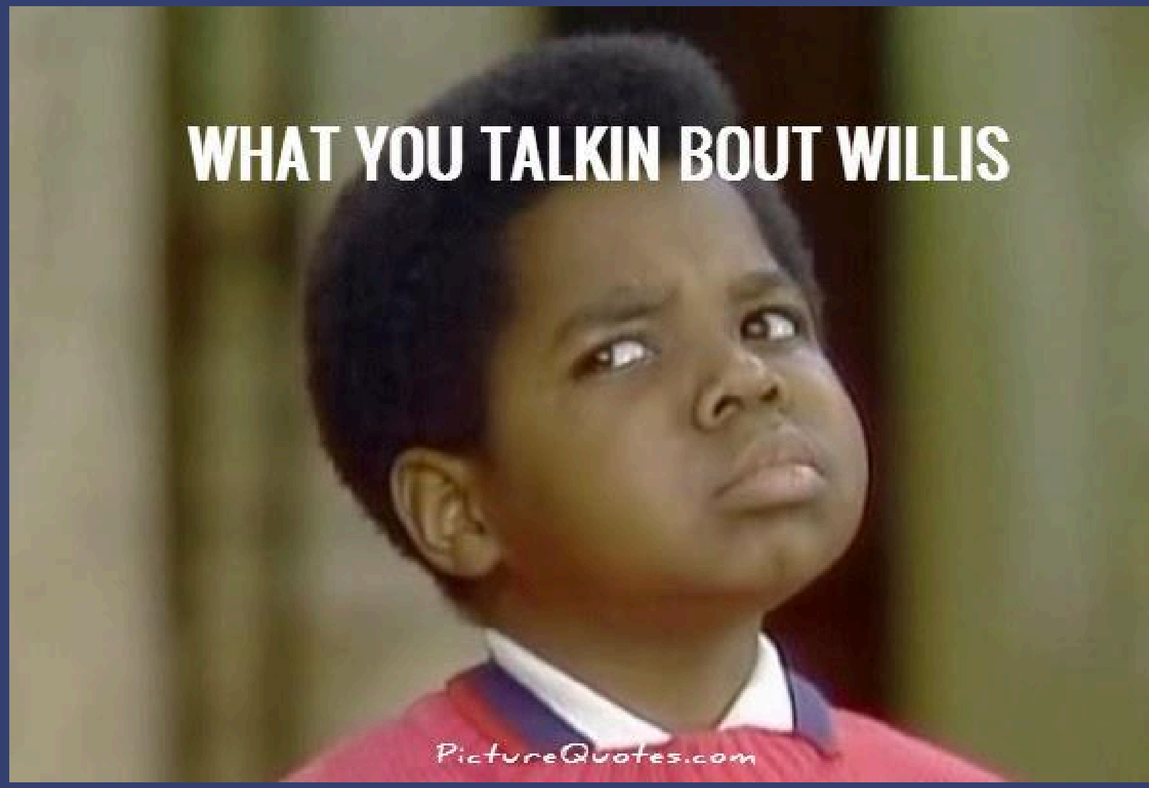
- I didn’t know that.
- Just for imports and exports right? Not domestic orders. Right???
- Screening for bad actors of the world and making sure we don’t ship to them. Required by who? Or else what?
    - BE PLACED ON THE RESTRICTED LIST
    - LOSE OUR IMPORT & EXPORT PRIVLAGES
    - BE FINED CONSIDERABLY
    - GO TO JAIL



You are responsible!

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Ask yourself these questions

- **Who are you shipping to?**
- **Where are you shipping to?**
- **Who is the end user?**
- **What is the end use?**
- **What else does this company do?**

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BUT WAIT...
THERE'S MORE!

DOCUMENTATION

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EXPORTS

- Commercial invoice
- Packing slip
- Bill of lading/Airway bill
- Proforma invoice
- Certificate of origin
- Insurance certificate
- Customs Export Declaration
- Inspection/Quality Certificate

IMPORTS

You think the government is over protective of what Americans ship out of the United States. You should see the regulations and paperwork required to bring goods from other countries IN to the United States.

SOURCE: *starusa.org*

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Documents Need to....

- Be present with the export or import
- Be accurate
- Have recorded thought processes
- Be Kept
- Be attainable
- Be consistent



Why should we worry about this now?

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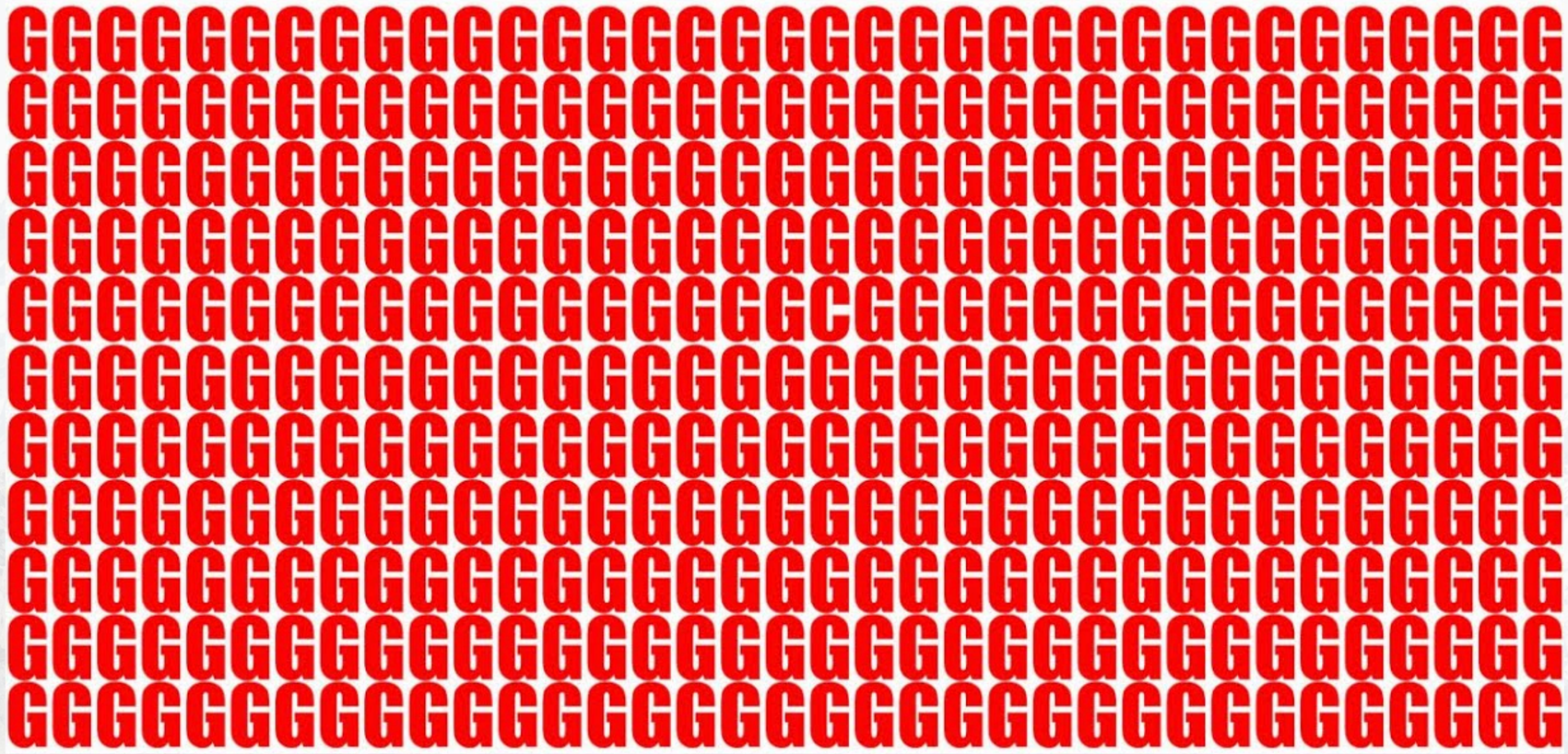
Spot the difference game



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WE ARE STAR USA

International Trade & Compliance

Star USA is a strategic resource and tactical partner for navigating global commerce & trade compliance.

- Import & Export Optimization Strategies
- In- & Out-sourced Trade Operations
- Documentation Requirements
- Tariff Classification
- Free Trade Agreements
- International Business Strategy
- Supply Chain Security & CTPAT
- Audits & Disclosures
- Antidumping & Countervailing Duties
- Broker & Forwarder Management
- Specialized Training
- Process Streamlining
- Navigating Controlled Exports

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Questions?

Thank you

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