



CAN DO would like to share this information about a seminar that may help your industry or business qualify for foreign military sales. Please follow the instructions at the bottom to register or to gain more information.

## Foreign Military Sales

Wednesday, November 30, 2016

8:00 am – 4:30 pm

Radisson Lackawanna Station Hotel

700 Lackawanna Ave, Scranton, PA 18503

Cost: \$55 per person or \$45 for NEPA Members

An essential course for manufacturers, exporters and their executives, and legal and financial advisors, featuring:

- What the laws and regulations require for FMS sales and direct sales of military products
- Foreign Military Financing
- Practical instruction on export licensing of defense articles and services
- Complying with the Foreign Corrupt Practices Act
- Agents' fees and commissions
- . . . and much more

The international marketplace offers substantial opportunities for U.S. firms in the business of selling military products and services. These international contracting opportunities can take the form of Foreign Military Sales as well as direct sales of military products and services.

Each type of sale presents unique problems in marketing, contract negotiation, approval, and performance. Contractors who wish to engage in international contracting opportunities successfully and profitably must be able to anticipate and settle the problems that can arise. To do this means being able to navigate a complex web of statutes, regulations, and policies governing FMS, FMF, and U.S. export controls. This specially developed program is such an opportunity -- offering guidance on the rules and skills you need to be successful in this area.

Presented by Federal Publications Seminars™

**NEPA Members save!** NEPA Members receive a \$5 discount. Visit [www.nepa-alliance.org](http://www.nepa-alliance.org) or contact Deborah Phillips at [dphillips@nepa-alliance.org](mailto:dphillips@nepa-alliance.org) or (570) 655-5581 for more information. Registration deadline is Wednesday, November 23, 2016.



Sponsored by the U.S. Department of Defense Office of Economic Adjustment and the Pennsylvania Department of Community & Economic Development through the Northeastern Pennsylvania Defense Transition Partnership

