

Export Distributor Agreements Webinar



Learn how to manage international partnerships

Join the U.S. Commercial Service for a webinar on export distributor agreements. Attorney Grant Leach from the law firm Husch Blackwell LLP will provide a presentation on the basic legal considerations that go into negotiating, executing, performing and terminating export distributor agreements. He will include the following topics:

- Scope of appointment - including exclusivity, product lines and territories;
- Commercial terms for order submission, delivery and transfer of title;
- Compliance requirements for exporters and foreign distributors under U.S. export controls, trade sanctions and anti-corruption laws;
- Intellectual property rights;
- Term, renewal and termination considerations;
- Choice of law and dispute resolution provisions;
- In addition, hear from businesses with extensive experience in executing distributor agreements

In addition to the legal update, we will hear from experienced exporters Rob Haak (The Asia Sales Manager) and Chris Dana (Vermeer) for their first-hand perspectives on how they use high quality distributor agreements to better manage their international partnerships. For more information, contact AJ Anderson (Andrew.Anderson@trade.gov) or Heather Ranck (Heather.Ranck@trade.gov).

Date: March 5, 2019 @ 1 PM CST

Cost: \$75

Registration Deadline: February 28, 2019

Register by clicking: [HERE](#)

About the presenters...



[Grant Leach](#), Partner, Husch Blackwell, has extensive experience in helping clients navigate complex issues related to international commerce and its associated

compliance challenges. Grant regularly helps businesses with negotiating foreign distributor agreements and other legal issues that arise in establishing and maintaining an international distribution network. As part of his practice, Grant also advises clients on requirements under the US Foreign Corrupt Practices Act (FCPA), Export Administration Regulations (EAR), International Traffic in Arms Regulations (ITAR), trade sanctions administered by the Office of Foreign Assets Control (OFAC) and other import- and export-related regulations.



[Rob Haak](#) with The Asia Sales Manager, has thirty years of experience selling and managing sales in the technology sector. He has worked extensively in Asia, with experience negotiating and writing distribution agreements with new agents.



[Chris Dana](#) serves Vermeer as a Channel Advancement Manager, focused on assisting dealerships with identifying areas within their business to improve as well as developing a strategic plan for their territory's future. In this role, he works with dealership personnel throughout the world. He has spent time recently focused on Vermeer's efforts in Russia and Southeast Asia.