



SpencerFane®

Mike Patterson to Present National Webinar on International Distributor Agreements with Learn Export Compliance

JUNE 4, 2019 | NEWS

Spencer Fane attorney [Mike Patterson](#) will present an Export Compliance Training Institute webinar focusing on international distributor agreements.

Titled “International Distributor Agreements – Practical Advice for Outbound Distribution for US Companies”, the course will cover international distribution relationship dos and don’ts and explain practical strategies depending on the relationship, goals, market economics, the Company risk tolerance and experience, whether to allow the distributor to control registrations in country, planning for termination, exclusivity, contracting “around” “hardball” local country distributor favorable laws, practical documentary and structuring tips, and deciding whether to form an in-country division and go direct.

Date and Time: Wednesday, June 5 @ 1:00 p.m. – 2:30 p.m. EDT

Location: Online

Cost: \$195

For more information and to register, please click [here](#).

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