Answers, Analysis and Practice Tips for those who advise on, litigate or transact Business Across Borders

At the 2020 Institute, You Will Get:

1. Essential Updates on New Rules and Regulations
2. Expert Tips for Resolving Your Biggest Challenges
3. Advanced Topics and Fundamental Concepts

What You Need to Know about:

- Disruptive Factors in China
- Brexit and NAFTA 2.0
- Reducing Regulatory Risk
- Adjusting for Changes to Incoterms 2020
- Structuring for Less Taxes and More Profit
- And Much More!

A “Must Attend” Event for Every Attorney Who Represents Clients With Global Business Interests
10:00 – 10:30 a.m.

Rethinking the “World’s Factory”
The advent of the so-called “trade war” and more recently the Wuhan coronaviruses have raised awareness of some significant drawbacks to the concentration of global manufacturing in China. But developed-country businesses had already begun, well before these events, to reconsider the wisdom of having all their eggs in the China basket, notwithstanding the historic lure of the massive Chinese market for their products and the obvious economic benefits of the short supply lines dictated by “just in time” production processes. This session will focus on the disruptive factors involved and the likely evolution of Asian business patterns as a result.

– Doug Jacobson, Commercial Officer
– Patty Houser, Compliance Counsel

10:30 – 10:45 a.m.

BREAK

10:45 – 11:30 a.m.

Customizing ADR to Meet Your Client’s Needs – Guidance from Two Experienced Arbitrators
Learn why and when to use arbitration in international contracts; how to draft an effective international arbitration clause; Ad-hoc Administrative Institutions; trends in international arbitration and how to manage the arbitral process.

– Mary K. McCormick, Owner
– McCormick International; Bloomington
– Madge S. Thorsen, Owner
– Dispute Resolution Services; Minneapolis

11:30 – 11:45 a.m.

DISTRIBUTION OF LUNCH

(provided by Minnesota CLE)

11:45 a.m. – 12:30 p.m.

Ethics: The Do’s and Don’ts of Multi-Jurisdictional Practice
Get guidance from the Office of Lawyers Professional Responsibility for complying with the Rules of Professional Responsibility and avoiding pitfalls when practicing in and outside of Minnesota.

– Jennifer S. Bovitz, Senior Assistant Director
  Office of Lawyers Professional Responsibility
  Saint Paul

12:30 – 12:40 p.m. BREAK

12:40 – 1:40 p.m.

BREAKOUT SESSION A

101) Managing Regulatory Risk and Creating Strategies for Success When Entering Non-U.S. Markets
A panel of experts who provide advice on managing regulatory risk and creating strategies for non-U.S. markets will consider best compliance practices for companies with non-U.S. transactions. The session will focus on the Foreign Corrupt Practices Act, U.S. export controls, and U.S. economic sanctions. The panel will also discuss other barriers to new markets, vetting potential customers and third parties, proper documentation of export transactions and navigating non-U.S. impediments to business.

– Steven C. Nelson, Partner
  Donnay 8 Whitney LLP; Minneapolis

102) When and How to Go Global – International Structuring for Less Taxes and More Profit
Sales representatives, distributors, branch offices, incorporate, form a limited company or enter into a joint venture – the list of things to consider when deciding to go global is extensive. This session answers common questions and offers guidance for structuring to reduce tax obligations and increase profitability.

– Lynette Stolzberg
  Principal, Specialty Tax Leader
  Baker Tilly Virchow Krause, LLP; Minneapolis

1:40 – 1:50 p.m. BREAK

1:50 – 2:50 p.m.

BREAKOUT SESSION B

Updates on new H-1 Lottery rules and current processes for L-1, TN, E-3, F-1 Student OPT, and other work visa and green card options. Includes Q&A on all U.S. and Global (Outbound) visa and immigration issues.

– Scott M. Boswell, Managing Attorney
  Boswell Law Firm; Minneapolis

202) Drafting International Contracts for the Sale of Goods
A high-level overview of the fundamental concepts in drafting and reviewing contracts dealing with delivery of goods, including contract formation, the basic elements almost every contract should include and remedies for breach.

– Mark S. McNel, Attorney/Owner
  McNel Global Law, LLC; Minneapolis

2:50 – 3:00 p.m. BREAK

3:00 – 4:00 p.m.

BREAKOUT SESSION C

301) Understanding and Mitigating Challenges in Cross Border M & A Transactions
Understanding and mitigating the legal, business, cultural and regulatory challenges inherent in a cross border merger and acquisition transaction is critical to successful execution and integration. Get a toolkit for reducing risk at every step, from due diligence to execution to integration.

– Pavan Kumar, Partner
  DLA Piper, LLP; Minneapolis
– Kathleen Smith Nafziger
  Managing Partner, Minneapolis Office
  DLA Piper, LLP; Minneapolis

4:00 – 5:00 p.m.

TOAST THE INSTITUTE

Join your friends and colleagues for the annual reception – grab a beverage and a bite and build your connections and brand!