

THE AGENDA

The International Traffic in Arms Regulations ("ITAR") governs the activities of United States Persons (individuals or companies owned or controlled by U.S. persons) and anyone located in the United States who are engaged on behalf of another to facilitate the manufacture, export, permanent import, transfer, re-export, or retransfer of a U.S. or foreign defense article or defense service, regardless of its origin.

Topics will include:

- Lessons learned from a recent enforcement action
- Who is a broker?
- What are brokering activities?
- Broker registration and exemptions
- Broker licensing, process, and forms
- Broker license exemptions
- Obtaining advisory opinions
- Reporting brokering activities
- Broker due diligence
- Brokering and ITAR Part 130
- Other considerations before brokering

ABOUT THE PRESENTER

John Herzo, J.D.

Senior Compliance Associate -

Since joining FD Associates in 2000, John has assisted exporters with a variety of licensing, brokering and compliance requirements. John has expertise and experience in various technologies including aircraft, parts and components, night vision equipment, satellite parts and components, ballistic/armored equipment, firearms/ammunition, propulsion systems for missiles and Intelligence Surveillance and Reconnaissance equipment and various weapon systems. John assists companies in establishing compliance programs and performs audits and on-site and webinar training in the requirements of the ITAR and EAR.

Registration

Fee: \$295

(Fee includes PowerPoint Presentation)

BROKER procedure available separately for \$250

Name _____

Title _____

Company Name _____

Street Address _____

City, State, Zip, Country _____

Email _____

Phone _____

Sign up via paypal on our website or

Email this registration form to

info@fdassociates.net

**Registration can only be accepted
on receipt of payment.**

**Attendees may switch to another webinar
NLT one week prior to the beginning of training.
No refunds will be provided.**

**For more information, please contact us
at 703-847-5801 or email at
info@fdassociates.net.**



FD ASSOCIATES, INC.

BROKERING UNDER THE ITAR

**Advisors in Export Compliance and
Licensing**

**April 14, 2026
11:00-12:30 PM Eastern
Live Stream Webinar**

BROKERING IS NOT EXPORTING!

This webinar takes a deep look into an often misunderstood and overlooked part of the ITAR. ITAR Part 129 applies to brokering activities of U.S. Persons.

If you or your company actively promote defense items, including small firearms and ammunition manufactured by others or other parties services, buy foreign origin defense items, small arms or ammo, or defense services and deliver them to the USG or foreign parties you may be brokering. This is just a few examples of brokering.

If you have great connections from a life of business development or military service and now help other companies sell their products or services targeted at military or military intelligence you might be a broker under the ITAR.