American Conference Institute's

Legal, Regulatory and Compliance Forum on COSMETICS

A comprehensive guide to latest developments affecting 'articles intended for cleansing, beautifying, promoting attractiveness, or altering the appearance'

February 20 – 21, 2014 | The Carlton Hotel | New York, NY

Distinguished Co-Chairs

Sharon Blinkoff
Counsel
Edwards Wildman Palmer LLP

Nadine Harrison
Director, Regulatory Affairs
J&J Consumer Companies, Inc.

Insights from:

Government

- FDA (Invited)
- FTC

Leading Associations & Organizations

- Environmental Working Group
- Independent Cosmetic Manufacturers and Distributors
- National Advertising Division of the Better Business Bureau

Leading Manufacturers

- Avon
- Coty, Inc.
- Estée Lauder Companies
- Guthy-Renker, LLC
- J&J Consumer Companies, Inc.
- The Procter & Gamble Co.

Interactive Working Group and Master Class

February 19, 2014: Working Group on
Cosmetics 101: Understanding the Essentials of "Articles Intended for Cleansing, Beautifying, Promoting Attractiveness, or Altering the Appearance"

February 21, 2014: Master Class on
Legal and Business Strategies for International Cosmetics Regulatory Compliance

Preeminent food and drug lawyers, in-house counsel and regulatory experts representing the cosmetics industry together with officials from leading trade associations and the FTC and NAD will share insights on the latest legal and regulatory developments affecting "articles intended for cleansing, beautifying, promoting attractiveness, or altering the appearance." They will help you:

- **UNDERSTAND** how **pending legislation** at the **international**, **federal** and **state** levels is affecting cosmetic industry practices
- **EVALUATE** the **scope of claims** that can be legitimately made on cosmetic product **label** and **AVOID** allegations of consumer **fraud**
- **EXAMINE** **FDA enforcement priorities** with respect to cosmetics as exhibited through **warning letters** and **pending regulations**
- **ESTABLISH** the scope of **reporting protocols** for **cosmetic AERs** as imposed by government and industry expectations
- **DEVISE** strategies to prevent **trademark dilution** and **infringement** in the cosmetics marketplace
- **ADJUST** to **California's Proposition 65** and other state led **green chemistry initiatives**
- **DEVELOP** a system of **cGMP "checks and balances"** based on the FDA's Guidance for Industry: Cosmetic Good Manufacturing Practices
- **FORMULATE** effective and efficient **recall execution** and **remediation strategies**
- **AVOID** behaviors which have led to **government enforcement actions** and investigations by the **FDA**, **FTC**, and **NAD**

Key Association and Agency Spotlight:

Hear from the FDA on:

The Food and Drug Administration's New and Continuing Priorities for the Cosmetics Industry

- *Linda M. Katz, M.D., M.P.H. (Invited), Director, Office of Cosmetics and Colors Food and Drug Administration*

Hear from the FTC and NAD on:

Recent Decisions and Enforcement Trends Relative to Claim Substantiation in the Advertising and Promotion of Cosmetics

- *Annie Ugurlayan, Senior Staff Attorney, National Advertising Division, Better Business Bureau*
- *Nur-ul-Haq, Staff Attorney, Northeast Regional Office, Federal Trade Commission*

Hear from ICMD and EWG on:

The Changes that New Congressional, Legislative and Regulatory Activity Will Have on the Landscape of the Lipstick Jungle

- *Pam Busiek, President – CEO, Independent Cosmetic Manufacturers and Distributors*
- *Heather White, Executive Director, Environmental Working Group*

Media Partners: Bloomberg BRIEF "The Rose Sheet"

Earn CLE Credits

Register Now • 888-224-2480 • www.AmericanConference.com/Cosmetics

Prepare to Meet the Challenges of the Rapidly Evolving Legal and Regulatory Landscape of the Cosmetics Industry

The cosmetics industry is facing the prospect of stricter compliance measures as illustrated by the proposed Safe Cosmetics Act of 2013 which is based upon FDA's Voluntary Cosmetic Registration Program (VCRP). Additionally the FDA's draft guidance on cGMPs for Cosmetics and warning letters regarding labeling claims issued early in 2013 are creating new compliance challenges for personal care products companies. This comes at a time when the industry is already scrambling to catch up with California's Proposition 65 requirements, other state level green chemistry initiatives, and retailer imposed demands with respect to ingredients. This ongoing political and regulatory turmoil, coupled with existing pressures with respect to advertising and labeling enforcement and concurrent plaintiff's lawsuits, are leading to a multitude of questions ranging from the scope of FDA authority to potential liabilities.

To help you make sense of these developments and their potential impact on existing legal and regulatory approaches in the cosmetics industry, ACI has developed **The Legal and Regulatory Forum on Cosmetics**. A distinguished faculty of over two dozen leading legal and regulatory cosmetics experts – including FTC, FDA and NAD representatives – will address the intricacies of proposed regulations as well as existing challenges affecting such core cosmetics functions as advertising and promotion, labeling, trademarks, cGMPs, animal testing, import restrictions, and more. They will provide you with the critical information you need now to:

- Craft label and advertising language that will promote the transformative characteristics of your products without veering into drug claims
- Avoid the regulatory scrutiny and public relations attention that can generate plaintiff's lawsuits
- Create effective strategies by which to manage sales in international markets and avoid delays due to import restrictions

Learn to Prevent and Defend Enforcement Actions in the Cosmetics Space by Mastering Critical Advertising, Recall, and Risk Mitigation Strategies.

This is the only legal and regulatory gathering specifically designed for the cosmetics industry which will address enforcement activity and preventative measures based on real world examples impacting cosmetic products. A cross-industry faculty including government, industry, trade associations, consumer groups and leading counsel will help you:

- Understand the scope of international, federal, and state activity in the cosmetics space
- Overcome challenges in forming comprehensive chemical regulation compliance programs
- Establish internal claim substantiation practices that will mitigate enforcement action and provide a solid defense against plaintiff's lawsuits

Benefit from Special Training and Strategy Sessions that will Address the Legal and Regulatory Essentials of Cosmetics and Intricacies of Cross-Market Commercialization.

To enhance and complete your conference and networking experience, attend one or both of the following strategy sessions:

- *Working Group* on Cosmetics 101: Understanding the Essentials of "Articles Intended for Cleansing, Beautifying, Promoting Attractiveness, or Altering the Appearance"
- *Master Class* on Legal and Business Strategies for International Cosmetics Regulatory Compliance

Register Now.

Register today for the industry's premier and most comprehensive legal and regulatory forum on Cosmetics by calling **1-888-224-2480**, faxing your registration form to **1-877-927-1563**, or logging on to **www.AmericanConference.com/Cosmetics**.

A Wednesday, February 19, 2014

2:00 – 5:00 pm Registration starts at 1:00 pm

Working Group on Cosmetics 101: Understanding the Essentials of "Articles Intended for Cleansing, Beautifying, Promoting Attractiveness, or Altering the Appearance"

Sharon Blinkoff
Counsel
Edwards Wildman Palmer LLP (New York, NY)

Allison Levy
VP and Chief Legal Officer
AdvoCare International, LP

Claudia Lewis
Partner
Venable LLP (Washington, DC)

Craig Weiss
President
Consumer Product Testing (Fairfield, NJ)

This hands-on working group will provide an essential overview of the law and regulations governing cosmetics. Topics addressed during this workshop will set the stage for the main conference by helping you thoroughly comprehend the complexities of and challenges associated with these products which are intended for cleansing, beautifying, promoting attractiveness, or altering the appearance.

- Defining the term "cosmetics"
  - Food Drug & Cosmetic Act (FD&CA), sec. 201(i)
  - makeup, toiletries, personal care products
  - "cosmeceuticals"
  - Understanding when a product or ingredient is subject to FDA pre-approval
- Law and regulations governing cosmetics
  - United States Federal Food, Drug, and Cosmetic Act (FFDCA,FDCA, or FD&C)
  - Fair Packaging and Labeling Act (FPLA)
- Distinguishing cosmetics from drugs
  - what is the product's intended use?
  - exploring circumstances in which a cosmetic can be considered a drug, medical device, dietary supplement, or consumer product
- The role and authority of the FDA in the cosmetics market
  - Office of Cosmetics and Colors
    - Voluntary Cosmetic Registration Program
  - inspections
  - surveys of products
  - Cosmetic Ingredient Review (CIR) expert panel
- The role of International Nomenclature of Cosmetic Ingredients (INCI) in cosmetic standards
- Understanding how a cosmetic comes to market
  - manufacturer pre and post market responsibilities
- Structure/function claims
- Label requirements
- Cosmetic promotion and advertising review
  - FDA vs. FTC jurisdiction
  - National Advertising Division (NAD) of the Council of Better Business Bureaus (BBB)
- Good manufacturing practices for cosmetics
- Adverse event reports
- Recalls

Main Conference – Day One
Thursday, February 20, 2014

8:15 **Co-Chairs' Opening Remarks**

Sharon Blinkoff
Counsel
Edwards Wildman Palmer LLP (New York, NY)

Nadine Harrison
Director, Regulatory Affairs
J&J Consumer Companies, Inc. (Skillman, NJ)

8:30 **Mapping the Changes that New Congressional, Legislative and Regulatory Activity will have on the Landscape of the Lipstick Jungle**

Pam Busiek
President – CEO
Independent Cosmetic Manufacturers and Distributors (Deer Park, IL)

Nadine Harrison
Director, Regulatory Affairs
J&J Consumer Companies, Inc. (Skillman, NJ)

Thomas Cluderay
General Counsel
Environmental Working Group

Pending legislation under the Safe Cosmetics Act of 2013 proposes to make certain voluntary FDA programs for cosmetic manufacturers mandatory. As consumer protection groups continue to lobby in support of more stringent regulations at both the federal and state level, the industry must prepare itself for the responsibilities and consequences that stricter labeling, reporting, and testing requirements will have at the federal level and are already being required by some states. Cosmetics manufactures might also welcome the chance to embrace a uniform approach to compliance that would presumably pre-empt the current fractured web of inconsistent regulation.

This panel will discuss the legal and regulatory challenges that this proposed paradigm would create.

<u>At the Federal level:</u>

- Safe Cosmetics and Personal Care Products Act of 2013 (H.R. 1385)
  - labeling requirements
  - safety standard
  - good manufacturing practices

<u>At the State level:</u>

- California Safe Cosmetics Act of 2005 ("CSCA")
  - similarities and divergences from proposed federal legislation
  - Can CSCA be preempted by the new federal legislation?
- Washington Children's Safe Products Act of 2008
  - identifying ingredients pertinent to cosmetics industry on Reporting List of Chemicals of High Concern to Children
- Maine's Kid-Safe Products Act (2008)
  - identifying ingredients pertinent to cosmetics industry with respect to Chemicals of Concern
- Minnesota's Toxic Free Kids Act (2009)
  - adjusting to the ban on triclosan

9:15 **Spotlight on the Food and Drug Administration's New and Continuing Priorities for the Cosmetics Industry**

Linda M. Katz, M.D., M.P.H. (Invited)
Director, Office of Cosmetics and Colors
Food and Drug Administration (College Park, MD)

In 2012, eight well-known cosmetic companies were the recipients of FDA warning letters. These notices concerned potential violations of the Food, Drug, and Cosmetic Act as the agency found in these instances that cosmetic label statements wavered on the border between cosmetic and drug claims. In this keynote, Dr. Katz will present the FDA's perspective on the following:

- Claims
- cGMPs
- Adverse events
- Animal testing alternatives
- Safety substantiation
- Nano-scale materials

10:15 **Morning Refreshment Break**

10:30 **Developing Strategies and Tactics to Adjust to California's Proposition 65 and Green Chemistry Regulations**

Judith M. Praitis
Partner
Sidley Austin LLP (Los Angeles, CA)

Margaret H. Whittaker, Ph.D., M.P.H., CBiol., F.S.B., E.R.T., D.A.B.T.
Managing Director and Chief Toxicologist
ToxServices LLC (Washington, DC)

California's more stringent labeling and reporting standards are causing fine lines and wrinkles across the industry. As manufactures know all too well, even if products are not manufactured in California they must meet the Golden State's standards for sale. Correcting compliance imperfections can be difficult, especially under the watchful eyes of the plaintiff's bar. This panel of in-house counsel and regulatory professionals will help you formulate tactics to address these demanding regulations. Points of discussion will include:

- Implementing logistical strategies for monitoring inventory as new chemicals are announced
- Understanding the impact of plaintiff lawsuits with respect to titanium dioxide and cocamide DEA
  - minimizing the risk of being named as a Prop 65 plaintiff
  - debating standards for measuring exposure to red-flagged ingredients
- Lessons learned thus far from fulfillment of Safer Consumer Products regulations
- Managing the woes of reformulation

11:30 **Brand Preservation and Development: Establishing and Defending Trademarks and Trade Names for Cosmetics**

Christine Baker
Of Counsel
Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C.
(New York, NY)

Theodore C. Max
Partner
Sheppard Mullin Richter & Hampton LLP
(New York, NY)

Rita Odin
Vice President and Trademark Counsel
The Estee Lauder Companies Inc. (New York, NY)

- Best practices for establishing and building your mark for your makeup and personal care product lines
- Recognizing the emphasis on descriptive terms in cosmetics
  - avoiding terms that competitors have built equity with
- Enforcement strategies to prevent dilution and infringement in the cosmetics marketplace

12:30 **Networking Lunch**

1:30 **Cosmetic Labeling: Claims, Compliance, and Caution**

Eric T. Addington
Senior Counsel, Beauty Care
The Procter & Gamble Co. (Cincinnati, OH)

Emalee G. Murphy
Of Counsel
Arnall Golden Gregory LLP (Washington, DC)

Sarah Roller
Partner – Advertising Law Practice
Chair – Food & Drug Law Practice
Kelley Drye & Warren LLP (Washington, DC)

- Overview of essential labeling requirements for cosmetics
  - principal display panel
  - information panel
- Exploring the scope of legitimate claims
  - narrow vs. broad
  - borderline claims, e.g., cosmetic acting like a drug
- Crafting warning and caution statements
- Understanding when cosmetic labeling must comply with labeling regulations for over-the-counter (OTC) drugs *e.g.,* products containing sunscreen
- Essential questions to consider when making structure/function claims
- Avoiding labeling errors which may lead to warning letters and other FDA sanctions

2:30 **Analyzing Recent Decisions and Enforcement Trends Relative to Claim Substantiation in the Advertising and Promotion of Cosmetics**

Stephanie Blackman
General Counsel
Guthy-Renker, LLC (Palm Desert, CA)

Nur-ul-Haq
Staff Attorney
Federal Trade Commission (New York, NY)

Annie Ugurlayan
Senior Staff Attorney
National Advertising Division (New York, NY)

Craig Weiss
President
Consumer Product Testing (Fairfield, NJ)

Moderator:

Edward F. Glynn, Jr.
Partner
Manatt, Phelps & Phillips, LLP (Washington, DC)

One of in-house counsels' greatest challenges in the cosmetics industry is preventing marketing departments from going rogue. If promotional language goes too far and is unsubstantiated, the legal consequences can be unattractive. This cross-industry panel will discuss nuances of promotional language and provide practical guidance on what claims can be legitimately made in the sales language of cosmetic products.

- Recent decisions and enforcement trends impacting the cosmetics industry
  - FDA warning letters
  - NAD decisions
- Understanding the applicability of In the Matter of POM Wonderful LLC and Roll Global LLC
  - What lessons will NAD adopt?
- what standards of testing and evidence are needed to substantiate
  - anti-aging claims
  - environmentally friendly/organic/natural claims

3:45 **Afternoon Coffee Break**

4:00 **Mitigating the Risk of and Defending Cosmetics Products Liability and False Advertising Class Actions**

Anca Cornis-Pop
Senior Counsel, Global Marketing
Avon (New York, NY)

Dennis S. Ellis
Partner, Litigation Department – Global Chair of Complex Litigation and Trial Practice Group
Paul Hastings LLP (Los Angeles, CA)

Daniel R. Dwyer
Partner
Kleinfeld, Kaplan & Becker LLP (Washington, DC)

NAD notices and FDA warning letters are often the tip of the iceberg for cosmetics counsel these days. It has become almost inevitable for plaintiffs' lawsuits to surface in turn. Federal enforcement is just half the picture as state consumer protection laws are creating a hotbed of litigation targeting labeling and marketing.

With the trend in consumer fraud actions already in full swing against the food industry, cosmetics companies can fortify their defenses by coopting defense strategies that have proven successful on the food side of the fence. Join this panel as they help you strengthen your litigation risk management plan with:

- Evaluating recent cases and trends in cosmetics actions
  - *Wells v. Unilever U.S., Inc.*
  - *Naiser v. Unilever United States, Inc., et al.*
  - *Chow v. Neutrogena Corp.*
  - *Algarin v. Coty Inc.*
- Analyzing what can trigger consumer class actions against cosmetics companies
  - federal regulatory enforcement activity
  - PR by advocacy groups
- Recognizing risks posed to cosmetics companies by state level Deceptive or Unfair Trade Practices Acts
  - reliance standards
  - standing requirements
  - causation
- Applying risk mitigation strategies in cosmetic matters
  - exercising vigilance with respect to structure/function claims
- Formulating early state strategies to diffuse litigation

5:00 **Best Practices for Adverse Event Reporting (AERs) for Cosmetics**

Mark Duvall
Principal
Beveridge & Diamond, P.C. (Washington, DC)

The Rose Sheet recent reported a 35% increase in adverse events reported to FDA in connection with cosmetics in FY 2012 as compared with the year before. This increase challenges the cosmetic industry to ensure that its reporting procedures are in place and it is prepared to deal with follow-up inquiries from FDA and from consumers.

- Delineating the scope of reporting protocols for cosmetic AERs as imposed by
  - Food and Drug Administration
    - Food, Drug, and Cosmetic Act
  - industry code
    - Consumer Commitment Code
- Identifying a cosmetics AER
  - when should such incidents be reported to the FDA
- Reviewing FDA reporting requirements and protocols relative to cosmetics AERs
  - electronic reporting system
- Understanding when the requirements for over-the-counter (OTC) drug AERs are triggered in a cosmetics matter
- Establishing internal review protocols and record keeping systems for cosmetics AERs
  - review of record keeping for cosmetic AERs
  - benchmarking your reporting and record keeping policies against competitors
- Preparing for follow-up inquiries by FDA or consumers

5:45 **Concludes Adjourns to Day Two**

Main Conference – Day Two
Friday, February 21, 2014

8:15 **Co-Chairs' Opening Remarks and Recap of Day One**

8:30 **Perfecting Good Manufacturing Practices for Cosmetics and Avoiding Contaminant Lawsuits**

Ann Begley
Partner
Morgan, Lewis & Bockius LLP (Washington, DC)

Jack Garvey
CEO
Compliance Architects
(New York, NY)

The Food and Drug Administration (FDA) published its Draft Guidance for Cosmetic Good Manufacturing Practices (GMPs), an update to its Cosmetic Good Manufacturing Guidelines/Inspection Checklist, in June 2013. This guidance brings cosmetics cGMPs into the 21st century since the previous version is largely based on pre-1990s data. The new guidance also places important emphasis on harmonization with international standards. This discussion will provide essential insights into the impact of these proposed new manufacturing protocols and how they may be put into effect.

- Examining cGMPs and their critical importance to cosmetics
- Exploring the FDA's cGMP Initiative ("risk-based") and understanding how the concepts of this initiative apply to the FDA's Cosmetics cGMP overhaul
  - understanding the scope of the FDA's authority relative to GMPs
  - application of these concepts and authorities to cosmetics
- Understanding how GMPs for cosmetics differ from GMPs for food and drugs
- Understanding the importance of incorporating cGMP checks and balances into your cosmetics compliance program
- How do cGMPs factor into products liability and consumer products litigation against cosmetic manufacturers?

9:45 **Morning Refreshment Break**

10:00 **Increasing Efficiencies and Coordination between Cosmetics Manufacturers and Retailers to Comply with the New Demands of Extended Producer Responsibility**

David J. Irey
Supervising Deputy District Attorney
San Joaquin County – District Attorney's Office
(Stockton, CA)

Jeffrey Margulies
Partner
Fulbright & Jaworski LLP (Los Angeles, CA)

New pressures have come to the fore as California, Washington, and other states have brought lawsuits finding issue with the manner in which retailers have been disposing of returned and damaged merchandise including cosmetics. In the wake of seven figure settlements, use of colored bin systems and expensive hazardous waste disposal services are becoming de rigueur. Suppliers and manufactures must find ways to work together to meet the compliance burdens of environmental standards before the costs create inventory blacklists. This panel of representatives from retailers, manufacturers, and enforcers will discuss this common problem with points of discussion to include:

- Analyzing recent settlements and trends in cases concerning extended producer responsibility
- Creating a checklist of what cosmetics manufactures must keep in mind about the Resource Conservation and Recovery Act (RCRA)
  - creating a company-wide policy that efficiently meets varying standards by state
- Understanding liability considerations under the Clean Water Act (CWA)
- Designing compliance solutions to mitigate the risk of Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) lawsuits
- Assessing whether product stewardship initiatives for drugs will bleed over into the cosmetics industry
- Open discussion: what retailers expect from cosmetics suppliers
  - managing the additional costs of hazardous waste disposal

11:00 **Anatomy of a Cosmetic Recall: Causes, Consequences, and Corrective Actions**

Jeannie M. Perron DVM
Partner
Covington & Burling LLP (Washington, DC)

Frederick A. Stearns
Partner
Keller and Heckman LLP (Washington, DC)

- Overview of the FDA's recall involvement and procedures with respect to cosmetics
  - overview of 21 CFR Part 7
  - guidance versus regulation
  - market withdrawals and stock recoveries
- Outlining cosmetic manufacturer responsibilities in a recall
- Examining recent recall activity relating to cosmetic products
  - what were the nature of these recalls
  - what corrective actions were taken?
  - what are the lessons learned?
- Challenges in forming effective recall execution strategies
- Weighing your recall options
  - working with the FDA versus working alone
  - what are the risks and benefits of each course of action?
- Recall requirements under the Consumer Product Safety Act
- Interaction between recalls and corrective and preventative action
- What are the consequences of not instituting a recall?
  - plaintiff's lawsuits
- When can a product be reintroduced to the market?
  - a look at recent product reintroductions

12:00 **Conference Ends**

Lunch will be provided for Master Class attendees beginning after the conference

B

Friday, February 21, 2014

2:00 – 5:00 pm Registration starts at 1:30 pm

Master Class on Legal and Business Strategies for International Cosmetics Regulatory Compliance

Eugene Keogh
Assistant General Counsel
Coty Inc. (New York, NY)

Tommy Kong
Head of Cosmetics & Personal Care Products Services
REACH24H Consulting Group (Hangzhou, China)

David Steinberg
Consultant
Steinberg & Associates, Inc. (Plainsboro, NJ)

As established international markets overhaul their regulatory regimes and emerging markets institute stricter requirements, there has never been a more important time to brush up on global cosmetics compliance. This master class will provide enhanced information specific to the intersection of domestic and international laws, and to business and legal strategies for cosmetics companies, and also help you thoroughly comprehend the complexities and nuances of these areas of regulatory law.

Overview

- What can companies do to safeguard against what are seen as bigger risks with respect to imported cosmetics?
  - import alerts with respect to anti-aging claims
- Creating effective strategies to avoid delays due to import restrictions
- Strategies on managing an international business where advertising and promotion standards vary by country

Regional Update

- Europe
  - understanding the impact of European Cosmetic Regulation (REACH) on your compliance program
    - strategies for maintaining safety dossiers
    - working around testing restrictions
- UK
  - balancing varied approaches to animal testing
- Canada
  - modernization of cosmetic regulations
  - finalization of the Guidance for Heavy Metal Impurities
  - online electronic notifications
  - revision to Health Canada's Hot List

Emerging Market Access

- Analyzing challenges and and formulating problem-solving strategies for China
  - CFDA Registration of Imported Cosmetics
  - pre-market application
  - CFDA panel review and related failure-case study for the new or innovative ingredients
  - balancing the use of innovative new ingredients with the new stringency of the Inventory of Existing Cosmetic Ingredients (IECIC)

Who You Will Meet

Cosmetics and Personal Care Industry

- ✓ **In-House Counsel, including generalists and those having responsibility for FDA regulatory matters; IP, Patents and Trademarks; Marketing and Business Development**
- ✓ **Officers, Directors and Executives for Regulatory Affairs; Business Development; and Global Compliance**

Law Firm Attorneys for the Cosmetics and Personal Care Industry whose practices focus on:

- ✓ **FDA law**
- ✓ **Environmental law**
- ✓ **Consumer products regulations**
- ✓ **Litigation**
- ✓ **Trademark**

Global Sponsorship Opportunities

With more than 500 conferences in the United States, Europe, Asia Pacific, and Latin America, **American Conference Institute (ACI)** provides a diverse portfolio devoted to providing business intelligence to senior decision makers who need to respond to challenges spanning various industries in the US and around the world.

As a member of our sponsorship faculty, your organization will be deemed as a partner. We will work closely with your organization to create the perfect business development solution catered exclusively to the needs of your practice group, business line or corporation.

For more information about this program or our global portfolio of events, please contact:

Wendy Tyler
Head of Sales, American Conference Institute
Tel: 212-352-3220 x5242
w.tyler@AmericanConference.com

Continuing Legal Education Credits

CLE Credits

Accreditation will be sought in those jurisdictions requested by the registrants which have continuing education requirements. This course is identified as nontransitional for the purposes of CLE accreditation.

ACI certifies that the activity has been approved for CLE credit by the New York State Continuing Legal Education Board in the amount of 13.0 hours. An additional 3.5 credit hours will apply to workshop participation.

ACI certifies that this activity has been approved for CLE credit by the State Bar of California in the amount of 11.0 hours. An additional 3.0 credit hours will apply to workshop participation.

You are required to bring your state bar number to complete the appropriate state forms during the conference. CLE credits are processed in 4-8 weeks after a conference is held.

ACI has a dedicated team which processes requests for state approval. Please note that event accreditation varies by state and **ACI** will make every effort to process your request.

Questions about CLE credits for your state? Visit our online CLE Help Center at www.americanconference.com/CLE

American Conference Institute's

Legal, Regulatory and Compliance Forum on

COSMETICS

February 20 – 21, 2014 | The Carlton Hotel | New York, NY

Interactive Working Group and Master Class

***February 19, 2014: Working Group on* Cosmetics 101: Understanding the Essentials of "Articles Intended for Cleansing, Beautifying, Promoting Attractiveness, or Altering the Appearance"**

***February 21, 2014: Master Class on* Legal and Business Strategies for International Cosmetics Regulatory Compliance**

REGISTRATION FORM

PRIORITY SERVICE CODE

831L14.WEB

ATTENTION MAILROOM: If undeliverable to addressee, please forward to:
General Counsel, Litigation Counsel, Regulatory Counsel, Trademark Counsel, Government Affairs, Marketing Counsel

Can be recycled

CONFERENCE CODE: 831L14-NYC

☐ **YES! Please register the following delegate for Legal, Regulatory and Compliance Forum on COSMETICS**

CONTACT DETAILS

NAME _____ POSITION _____

APPROVING MANAGER _____ POSITION _____

ORGANIZATION _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

TELEPHONE _____ FAX _____

EMAIL _____ TYPE OF BUSINESS _____

☐ I would like to receive CLE accreditation for the following states: _____. See CLE details inside.

FEE PER DELEGATE	Register & Pay by January 3, 2014	Register & Pay by January 31, 2014	Register after January 31, 2014
☐ ELITEPASS*: Conference & Both Workshops	$2995	$3095	$3295
☐ Conference & Workshop ☐A or ☐B	$2595	$2695	$2895
☐ Conference Only	$1995	$2095	$2295
☐ I cannot attend but would like information on accessing the ACI publication library and archive			

**ELITEPASS is recommended for maximum learning and networking value.*

PAYMENT

Please charge my

☐ VISA ☐ MasterCard ☐ AMEX ☐ Discover Card ☐ Please invoice me

NUMBER _____ EXP. DATE _____

CARDHOLDER _____

☐ I have enclosed my check for $_____ made payable to **American Conference Institute** (T.I.N.—98-0116207)

☐ ACH Payment ($USD)

Please quote the name of the attendee(s) and the event code 831L14 as a reference.

For US registrants:
Bank Name: HSBC USA
Address: 800 6th Avenue, New York, NY 10001
Account Name: American Conference Institute
UPIC Routing and Transit Number: 021-05205-3
UPIC Account Number: 74952405

Non–US residents please contact Customer Service for Wire Payment information

Registration Fee

The fee includes the conference, all program materials, continental breakfasts, lunches and refreshments.

Payment Policy

Payment must be received in full by the conference date. All discounts will be applied to the Conference Only fee (excluding add–ons), cannot be combined with any other offer, and must be paid in full at time of order. Group discounts available to individuals employed by the same organization.

Cancellation and Refund Policy

You must notify us by email at least 48 hrs in advance if you wish to send a substitute participant. Delegates may not "share" a pass between multiple attendees without prior authorization. If you are unable to find a substitute, please notify **American Conference Institute (ACI)** in writing up to 10 days prior to the conference date and a credit voucher valid for 1 year will be issued to you for the full amount paid, redeemable against any other **ACI** conference. If you prefer, you may request a refund of fees paid less a 25% service charge. No credits or refunds will be given for cancellations received after 10 days prior to the conference date. **ACI** reserves the right to cancel any conference it deems necessary and will not be responsible for airfare, hotel or other costs incurred by registrants. No liability is assumed by **ACI** for changes in program date, content, speakers, or venue.

Hotel Information

American Conference Institute is pleased to offer our delegates a limited number of hotel rooms at a preferential rate. Please contact the hotel directly and mention the "ACI: Cosmetics" conference to receive this rate.

Venue: The Carlton Hotel
Address: 88 Madison Ave, New York, NY 10016
Reservations: (800) 601–8500

Incorrect Mailing Information

If you would like us to change any of your details please fax the label on this brochure to our Database Administrator at 1–877–927–1563, or email data@AmericanConference.com.

5 Easy Ways to Register

MAIL **American Conference Institute**
45 West 25th Street, 11th Floor
New York, NY 10010

PHONE 888–224–2480

FAX 877–927–1563

ONLINE
www.AmericanConference.com/Cosmetics

EMAIL
CustomerService@AmericanConference.com

CONFERENCE PUBLICATIONS

To reserve your copy or to receive a catalog of **ACI** titles go to www.aciresources.com or call 1–888–224–2480.

SPECIAL DISCOUNT

We offer special pricing for groups and government employees. Please email or call for details.
Promotional discounts may not be combined. **ACI** offers financial scholarships for government employees, judges, law students, non–profit entities and others. For more information, please email or call customer service.