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Proactive compliance

By Matthew Silverman

As compliance professionals, we have a key role to play in facilitating compliant business, ensuring our organizations act in accordance with applicable laws and regulations when making sales, expanding into new markets, and exploring new business opportunities. But there's also a proactive component of compliance that can be overlooked in this facilitation model: a proactive compliance function can serve as a catalyst for making new sales, accessing new markets, and creating business opportunities. Let's consider a couple of recent examples:

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