

7(j) Management & Technical Assistance Training



U.S. Small Business Administration

On-Line Government Contracting Training



Month of August 2021

How it works

Just like a class you'd attend in person, courses are taught by a live instructor on a scheduled day and time. Students receive course materials in advance, participate in real time using a broadband connection and interact directly with the instructor and their peers

From your computer, you'll link to an instructor in a live, real-time, interactive learning experience. You'll become part of a virtual classroom where you can ask questions, seek guidance and participate in class discussions and interactive exercises.

Training is FREE to 7(j) eligible small businesses

Who can participate?

Small business owners who:

- are certified 8(a) participants
- have a HUBZone certified small business
- have an economically disadvantaged women-owned small business
- have a small business located in areas of high unemployment or low income
- have a small business owned by low income individuals

Training provided by:

Stover & Associates, Inc.



Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact:

Phyllis Embree or Chris Strudthoff , (770) 423-9888

YOU WILL LEARN:

- **Marketing to the Government Buyer**
August 2, 2021
1:00—4:00 pm EDT
- **Internet Tools To Generate Federal Opportunities**
August 3, 2021
1:00—4:00 pm EDT
- **Capture Management**
August 4, 2021
1:00—4:00 pm EDT
- **Tools for Construction Project Management**
August 4, 2021
5:00—8:00 pm EDT
- **Federal Contracting Basics**
August 9, 2021
1:00—4:00 pm EDT
- **Understanding the Request for Proposal RFP**
August 10, 2021
1:00—3:30 pm EDT
- **Developing the Technical and Past Performance Proposal**
August 11, 2021
1:00—4:00 pm EDT
- **Developing the Cost Proposal**
August 12, 2021
1:00—4:00 pm EDT
- **Strategic Planning for Small Businesses**
August 16, 2021
1:00—2:30 pm EDT
- **Managing & Administrating Government Contracts**
August 17, 2021
1:00—4:00 pm EDT
- **Negotiating Government Contracts**
August 18, 2021
1:00—5:00 pm EDT
- **How To Qualify for the GSA Schedule**
August 19, 2021
1:00—3:00 pm EDT
- **Federal Acquisition Regulations FAR Primer**
August 23, 2021
5:00—9:00 pm EDT
- **Audits & Accounting Systems**
August 24, 2021
1:00—4:00 pm EDT
- **Preparing Bids for Construction Contracting**
August 25, 2021
1:00—4:00 pm EDT

<https://sbaworkshops.stoverteam.com>

Click the "Register for Training" button on the left side navigation pane.

REGISTRATION REQUIRED:

For more information about the 7(j) Program, please contact your SBA District Office.—www.sba.gov/tools/local-assistance

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