

7(j) Management & Technical Assistance Training



U.S. Small Business Administration

On-Line Government Contracting Training

Month of May 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**
May 3, 2021
1:00—4:00 pm EDT
- **Internet Tools to Generate Federal Opportunities**
May 4, 2021
1:00—4:00 pm EDT
- **Tools for Construction Project Management**
May 5, 2021
1:00—4:00 pm EDT
- **Capture Management**
May 5, 2021
5:00—8:00 pm EDT
- **Contractor Teaming**
May 6, 2021
1:00—3:00 pm EDT
- **Federal Contracting Basics**
May 10, 2021
1:00—4:00 pm EDT
- **Understanding the Request for Proposal (RFPs)**
May 11, 2021
1:00—3:30 pm EDT
- **Developing the Technical & Past Performance Proposal**
May 12, 2021
1:00—4:00 pm EDT
- **Developing the Cost Proposal**
May 13, 2021
1:00—4:00 pm EDT
- **Government Contract Types**
May 17 2021
1:00—3:00 pm EDT
- **Federal Acquisition Regulations (FAR) Primer**
May 18, 2021
1:00—5:00 pm EDT
- **Audits & Accounting Systems**
May 18, 2021
5:00—8:00 pm EDT
- **How to Qualify for the GSA Schedule**
May 19, 2021
1:00—3:00 pm EDT
- **Negotiating Government Contracts**
May 24, 2021
1:00—5:00 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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