

## 7(j) Management & Technical Assistance Training



U.S. Small Business Administration

### On-Line Government Contracting Training

Month of June 2022

#### 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:

#### • Contractor Teams

June 6, 2022  
1:00—3:00 pm EDT

#### • Facilities Clearances

June 7, 2022  
1:00—2:30 pm EDT

#### • Marketing to the Government Buyer

June 8, 2022  
1:00—4:00 pm EDT

#### • Capture Management

June 9, 2022  
1:00—4:00 pm EDT

#### • Internet Tools to Generate Federal Opportunities

June 13, 2022  
1:00—4:00 pm EDT

#### • Strategic Planning for Small Businesses

June 13, 2022  
5:00—6:30 PM EDT

#### • Understanding the Requests for Proposal

June 14, 2022  
1:00—3:30 pm EDT

#### • Developing the Technical & Past Performance Proposal

June 15, 2022  
1:00—4:00 pm EDT

#### • Audits & Accounting Systems

June 15, 2022  
5:00—8:00 pm EDT

#### • Developing the Cost Proposal

June 16, 2022  
1:00—4:00 pm EDT

#### • Negotiating Government Contracts

June 21, 2022  
1:00—4:00 pm EDT

#### • Federal Contracting Basics

June 22, 2022  
1:00—4:00 pm EDT

#### • Tools for Construction Project Management

June 23, 2022  
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](http://www.sba.gov/tools/local-assistance)

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