

7(j) Management & Technical Assistance Training

On-Line Government Contracting Training

Month of August 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



U.S. Small Business Administration



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:

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| <ul style="list-style-type: none">• Negotiating Government Contracts
August 1, 2022
1:00—5:00 pm EDT• Marketing to the Government Buyer
August 2, 2022
1:00—4:00 pm EDT• Internet Tools to Generate Federal Opportunities
August 3, 2022
1:00—4:00 pm EDT• Capture Management
August 4, 2022
1:00—4:00 pm EDT• Understanding the Request for Proposal (RFP)
August 8, 2022
1:00—3:30 PM EDT• Federal Contracting Basics
August 9, 2022
1:00—4:00 PM EDT | <ul style="list-style-type: none">• Developing the Technical & Past Performance Proposal
August 10, 2022
1:00—4:00 pm EDT• Developing the Cost Proposal
August 11, 2022
1:00—4:00 pm EDT• Contractor Teaming
August 15, 2022
1:00—3:00 pm EDT• Tools for Construction Project Management
August 16, 2022
1:00—4:00 pm EDT• Audits & Accounting Systems
August 17, 2022
1:00—4:00 pm EDT• Managing & Administering Government Contracts
August 18, 2022
1:00—4:00 pm EDT | <ul style="list-style-type: none">• How to Qualify for the GSA Schedule
August 22, 2022
1:00—3:00 pm EDT• Federal Acquisition Regulations FAR Primer
August 23, 2022
1:00—5:00 pm EDT• Strategic Planning for Small Businesses
August 25, 2022
1:00—2:30 pm EDT• Government Contract Types
August 29, 2022
1:00—3:00 pm EDT• Preparing Bids for Construction Contracting
August 30, 2022
1:00—4:00 pm EDT• Negotiating Government Contracts
August 31, 2022
1:00—5:00 pm EDT |
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To Register: <https://stoverteam.adobeconnect.com/admin/show-event-catalog?folder-id=3203847920>

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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