



## 8(a) Virtual Events

Roadmap to Success: Live Webcast Sessions  
8(a) Business Development Virtual Training



## 8(a) Live Webcasts

Helping you grow your business

### Live Web Events



#### Virtual Environment

Access SBA's new 8(a) program training through an innovative new platform.



#### Live Webcast

Attend live webcast training sessions with industry experts you know and follow.



#### Networking Lounge

Attend live networking sessions and meet industry experts with SBA's new Virtual Learning Environment.

## Overview of Live Courses

- Attend this SBA training to understand the strategies and tactics certified 8(a) firms are using to win contracts and grow their business.
- Learn how successful 8(a) firms have effectively used the 8(a) BD Program to position their companies for sole-source awards, teaming, and business growth.

## Training Provider

- Live webcast sessions are provided by [Gabriel Enterprises Consulting Group, LLC](#)
- This activity is funded by the U.S. Small Business Administration under contract number 73351018F0342.
- POC Info:** For additional information on upcoming webcast sessions contact: Jasmine Francois-Moore or Jason Whetsell at 571-551-6075 or email [support@geconsultinggroup.com](mailto:support@geconsultinggroup.com)

## Tailored Sessions for Each Group

Each 8(a) Firm will fall into one of the cohort groups listed below where tailored sessions will be broadcast live to attendees:

- Year 0 - 2:** Strategies for winning 8(a) sole source contracts, how to leverage the FAR as a small business, market research and proposal strategies for 8(a), targeted capabilities statements
- Year 3 - 4:** Refresher Strategies, 8(a)-Friendly Marketing and E-Tools
- Year 5 - 7:** Joint Ventures and Mentor-Protégé, Managing Growth, and Networking to Capture Federal Business
- Year 8 - 9:** Preparing for the exit with marketing tips for non-8(a) participants, understanding the All Small Mentor-Protégé program, and Prime Contracting

**Disclaimer:** SBA's funding is not an endorsement of the contractor or any products, opinions or services. All SBA programs are extended to the public and on a non-discriminatory basis. Reasonable arrangement for persons with disabilities will be made if requested at least two weeks in advance.



U.S. Small Business Administration

### Weekly Live Webcast Sessions

Attend live training to participate in discussions on strategies and tips for 8(a) Certified Small Businesses



## Live Webcast Schedule

Attend Live Sessions in the Auditorium

### March Sessions

Target Cohort*	Date and Time (ET)**	Course
Program Year 5-7	3/18/2020   3pm - 4pm (ET)	Teaming: JVs, MPAs, & You

### April Sessions

Target Cohort*	Date and Time (ET)**	Course
New 8(a) Participant	4/7/2020   11am - 12pm (ET)	How to do Business with the Federal Government and Win Contracts as an 8(a) Certified Firm
New 8(a) Participant	4/14/2020   3pm - 4pm (ET)	FAR and Other Regulations
New 8(a) Participant	4/15/2020   10am - 11am (ET)	Bids and Proposals
New 8(a) Participant	4/16/2020   1pm - 2pm (ET)	Market Research in Federal Procurement
New 8(a) Participant	4/21/2020   11am - 12pm (ET)	Capabilities Statements and Briefings
Program Years 8-9	4/28/2020   1pm - 2pm (ET)	How to Market to the Federal Government as a "Small Business Concern"



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### May Sessions

Target Cohort*	Date and Time (ET)**	Course
New 8(a) Participant	5/12/2020   1pm - 2pm (ET)	FAR and Other Regulations
Program Years 3-4	5/13/2020   11am - 12pm (ET)	How to do Business with the Federal Government (Refresher)
New 8(a) Participant	5/14/2020   12pm - 1pm (ET)	How to do Business with the Federal Government and Win Contracts as an 8(a) Certified Firm
New 8(a) Participant	5/19/2020   4pm - 5pm (ET)	Market Research in Federal Procurement
Program Years 3-4	5/20/2020   2pm - 3pm (ET)	Marketing & E-Tools: Identifying Opportunities
Program Years 8-9	5/21/2020   12pm - 1pm (ET)	How to Market to the Federal Government as a "Small Business Concern"

*\*Participants in Years 0-2 of the 8(a) program must attend all five Year 0-2 New 8(a) Participant courses live before they have access to courses in other cohorts.*

*\*\*Registration for individual courses is not required. Simply register for the virtual learning environment one time, then return to the environment at the time of the course.*



U.S. Small Business Administration

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### June Sessions

Target Cohort*	Date and Time (ET)**	Course
New 8(a) Participant	6/9/2020   1pm - 2pm (ET)	How to do Business with the Federal Government and Win Contracts as an 8(a) Certified Firm
Program Years 8-9	6/10/2020   11am - 12pm (ET)	Teaming and Mentor Protege Programs
New 8(a) Participant	6/10/2020   1pm - 2pm (ET)	Bids and Proposals
New 8(a) Participant	6/11/2020   11am - 12pm (ET)	FAR and Other Regulations
Program Year 5-7	6/16/2020   1pm - 2pm (ET)	Networking, Capturing & Leveraging
New 8(a) Participant	6/17/2020   3pm - 4pm (ET)	Capabilities Statements and Briefings
Program Years 8-9	6/24/2020   1pm - 2pm (ET)	Preparing Your Company to Succeed after 8(a) Graduation

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## 8(a) Training

Helping you grow your business

### Course Catalog for Upcoming Live Webcasts

- **How to do Business with the Federal Government**
  - How to influence 8(a) sole source awards, build relationships, and earn past performance.
- **Bids and Proposals**
  - How to effectively review RFPs and put forth a winning proposal.
- **FAR and Other Regulations**
  - How to leverage the FAR and other regulations to grow and protect your business.
- **Market Research in Federal Procurement**
  - Effectively conduct and respond to market research.
- **Capabilities Statements and Briefings**
  - Utilize 4 types of capabilities briefings to influence, shape, and capture business opportunities.
- **How to do Business with the Federal Government (Refresher)**
  - As firms enter the next phase of the business development program, this course serves as a refresher to Phase 1 but with a different perspective.
- **Marketing & e-Tools**
  - Leverage innovative tools to identify, monitor, and capture business opportunities.
- **Teaming: JV's, MPA's, & You**
  - As a potential protégé, understand how SBA's JV and Mentor-Protégé programs can support the growth of your business.
- **Teaming and Mentor-Protégé Programs**
  - As a potential mentor or protégé, understand how SBA's JV and Mentor-Protégé programs can help grow your business.
- **Managing Growth**
  - Learn how to achieve and sustain growth through business development, external financing, and DCAA compliance.
- **Networking, Capturing, & Leveraging**
  - When, where, and how to network to win federal contracts. Not your typical networking course!
- **Preparing Your company to Succeed after 8(a) Graduation**
  - Gain an understanding of how you can prepare your marketing and BD functions now for future 8(a) graduation.
- **How to Market to the Federal Government as a "Small Business Concern"**
  - Understanding how you can effectively market as a small business once you've exited the 8(a) Program.
- **Prime Contracting**
  - Understand effective practices behind Prime Contracting and working with subcontractors.

### Eligibility Requirements

Access to live webcast session requires that firms meet one or more of the following:

- A Certified 8(a) or HUBZone
- A Women Owned Small Business
- Owned by a socially and economically disadvantaged individual
- Located in a high unemployment or low-income area, as defined in the U.S. Census Bureau's County and City Data Book and in the Poverty Guidelines issued by the U.S. Department of Health and Human Services (HHS)
- Owned by a low-income individual, as defined in under [HHS Poverty Guidelines](#)

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- Each course is tailor-made to be most useful for a company's number of years in the 8(a) Business Development Program.