



**SEATS ARE LIMITED  
SELF-CERTIFICATION  
OF 7(J) ELIGIBILITY  
REQUIRED**

7(j) Eligibility includes firms that are owned by one of the following:

- (a) a socially and economically disadvantaged individual whose firm may or may not be a participant in the 8(a) Business Development Program;
- (b) a firm 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);
- (c) a firm owned by a low-income individual, as

**Training is provided by  
Stover & Associates, Inc.**

This activity is funded by the U.S. Small Business Administration (SBA) contract number SBAHQ-17-C-0030. SBA's funding is not an endorsement of the contractor or any products, opinions or services. All SBA Programs and services are extended to the public on a non-discriminatory basis. Reasonable arrangement for persons with disabilities will be made if requested at least two weeks in advance.

# On-Line Government Contracting Training July 2018

**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. The Web-enabled Instructor-Led training experience has much in common with the classroom equivalent. Students:

- Receive course materials in advance
- Participate in real time using a broadband connection
- 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.

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| <ul style="list-style-type: none"> <li>• <b>Marketing to the Government Buyer</b><br/>July 9, 2018<br/>1:00—4:00 pm EDT</li> <li>• <b>Capture Management</b><br/>July 10, 2018<br/>1:00—4:00 pm EDT</li> <li>• <b>Developing and Managing Contractor Teams</b><br/>July 11, 2018<br/>1:00—3:00 pm EDT</li> <li>• <b>E-Commerce Tools for Generating Federal Business Opportunities</b><br/>July 11, 2018<br/>5:00—8:00 pm EDT</li> <li>• <b>Federal Contracting Basics</b><br/>July 12, 2018<br/>1:00—4:00 pm EDT</li> <li>• <b>Understanding RFPs</b><br/>July 16, 2018<br/>5:00—7:30 pm EDT</li> <li>• <b>Developing Technical and Past Performance Responses to RFPs</b><br/>July 17, 2018<br/>1:00—4:00 pm EDT</li> <li>• <b>Developing Pricing and the Cost Proposal</b><br/>July 18, 2018<br/>1:00—4:00 pm EDT</li> </ul> | <ul style="list-style-type: none"> <li>• <b>How to Qualify for the GSA Schedule</b><br/>July 19, 2018<br/>1:00—3:00 pm EDT</li> <li>• <b>Managing and Administrating Government Contracts</b><br/>July 23, 2018<br/>1:00—4:00 pm EDT</li> <li>• <b>Government Contract Negotiations</b><br/>July 24, 2018<br/>1:00—5:00 pm EDT</li> <li>• <b>Audits and Accounting Systems</b><br/>July 25, 2018<br/>1:00—4:30 pm EDT</li> <li>• <b>Strategic Planning for Small Business</b><br/>July 26, 2018<br/>1:00—2:00 pm EDT</li> <li>• <b>Facilities Clearances</b><br/>July 26, 2018<br/>3:00—4:00 pm EDT</li> <li>• <b>Construction Contracting</b><br/>July 30, 2018<br/>1:00—4:00 pm EDT</li> <li>• <b>FAR Primer for Small Business</b><br/>July 31, 2018<br/>1:00—5:00 pm EDT</li> </ul> |
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**For Course Details and to Register:**

<http://sbaworkshops.stoverteam.com> (Click on the Register for Training Button on the left)

There is no cost for 7(j) eligible businesses.

Workshop information: Phyllis Embree or Chris Strudthoff, [sbaworkshops@stoverteam.com](mailto:sbaworkshops@stoverteam.com) (770) 423-9888. To find your local SBA Office, visit: <http://business.usa.gov/>