



**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.**

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On-Line Government Contracting Training August 2017

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.

- **Managing and Administrating Government Contracts**
August 1, 2017
5:00—8:00 pm EDT
- **Government Contract Negotiations**
August 2, 2017
1:00—5:00 pm EDT
- **How to Qualify for the GSA Schedule**
August 3, 2017
1:00—2:30 pm EDT
- **Introduction to Construction Project Management**
August 7, 2017
1:00—4:00 pm EDT
- **Special Topics for Construction**
August 8, 2017
1:00—3:00 pm EDT
- **Understanding RFPs**
August 9, 2017
1:00—3:30 pm EDT
- **Federal Contracting Basics**
August 10, 2017
5:00—8:00 pm EDT
- **Developing Technical and Past Performance Responses to RFPs**
August 14, 2017
1:00—4:00 pm EDT
- **Developing Pricing and the Cost Proposal**
August 15, 2017
1:00—4:00 pm EDT
- **Construction Contracting (Last for FY 2017)**
August 16, 2017
1:00—4:00 pm EDT
- **Government Contracting Vehicles**
August 16, 2017
5:00—7:00 pm EDT
- **Audits and Accounting Systems**
August 17, 2017
1:00—4:30 pm EDT
- **Strategic Planning for Small Business**
August 21, 2017
1:00—2:00 pm EDT
- **Marketing to the Government Buyer**
August 22, 2017
1:00—4:00 pm EDT
- **Capture Management**
August 23, 2017
1:00—4:00 pm EDT
- **Using E-Commerce to Generate Federal Business Opportunities**
August 24, 2017
1:00—4:00 pm EDT
- **Developing and Managing Contractor Teams**
August 28, 2017
1:00—3:00 pm EDT
- **Understanding RFPs**
August 29, 2017
1:00—3:30 pm EDT

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 (770) 423-9888. To find your local SBA Office, visit: <http://business.usa.gov/>