



**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 January 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.

- **Marketing to the Government Buyer**
January 2, 2018
1:00—4:00 pm EST
- **Managing and Adminstrating Government Contracts**
January 17, 2018
5:00—8:00 pm EST
- **Capture Management**
January 3, 2018
1:00—4:00 pm EST
- **Government Contract Negotiations**
January 18, 2018
1:00—5:00 pm EST
- **E-Commerce Tools to Generate Federal Business Opportunities**
January 4, 2018
1:00—4:00 pm EST
- **Audits and Accounting Systems**
January 22, 2018
1:00—4:00 pm EST
- **Developing and Managing Contractor Teams**
January 8, 2018
5:00—7:00 pm EST
- **Strategic Planning for Small Business**
January 23, 2018
1:00—2:00 pm EST
- **Federal Contracting Basics**
January 9, 2018
1:00—4:00 pm EST
- **FAR Primer for Small Business**
January 24, 2018
1:00—5:00 pm EST
- **Understanding RFPs**
January 10, 2018
1:00—3:30 pm EST
- **Construction Contracting**
January 25, 2018
1:00—5:00 pm EST
- **Developing Technical and Past Performance Responses to RFPs**
January 11, 2018
1:00—4:00 pm EST
- **Facilities Clearances**
January 29, 2018
1:00—2:00 pm EST
- **How to Qualify for the GSA Schedule**
January 16, 2018
1:00—3:00 pm EST

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/>