



Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

www.asbdc.org

Business Development Workshop

Wednesday, February 6, 2013

1:00 PM – 3:00 PM

SBDC at University of South Alabama

600 W 165 Service Rd. S.

Mobile, AL 36608

[Please click here to register.](#)

1. Introduction. This presentation is designed to help you develop business with the United States Government covering a number of important topics relevant to enhancing your government business development techniques. A breakdown of topics and subtopics are provided below. *This instruction is designed for businesses not already heavily involved in government contracting.*

2. Our speaker is Jerry D. Ellison, State Program Manager for the Alabama Procurement Technical Assistance Center (PTAC) program who has years experience as a government contract business developer, contracts manager, and small business consultant.

Business Development (2 hours)
Building Contacts of Interest
Developing Relationships
Searching for Opportunities
Teaming with other Companies
Updating Capabilities Statements
Writing White Papers
Coordinating for Customer Satisfaction Documentation
Preparing Proposals

The Alabama Procurement Program is a specialty program of the Alabama Small Business Development Center Network, which is partially funded through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Lindsey Hammel, Box 870396, Tuscaloosa, AL 35487 or 1-877-825-7232.