



Alabama Small Business Development Center Network

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

www.asbdc.org

Business Development Workshop

July 22nd, 2014

10:00 A.M. – 12:00 P.M.

Innovation Depot - Training Room

1500 1st Avenue North, Birmingham, AL

Course Overview: This workshop is designed to delve into a number of considerations a business may make in the pursuit of government contracting. Registration is free but mandatory to attend. Just click the below link to register:

[Click Here to Register Online](#)

Topics Covered

- Determining Targets
 - Building Contacts
 - Developing Relationships
 - Searching for Opportunities
 - Teaming with other Companies
- Government-oriented Capabilities Statements
 - Writing White Papers
 - Coordinating Reference Letters
 - Intro to Proposal Preparation
 - Questions and Answers

Speaker: Jerry Ellison is the Statewide Program Manager for the Procurement Technical Assistance Center (PTAC) program and has years of experience in securing and managing federal contracts. Additionally, he has taught numerous courses and workshops on various contracting topics.

The Alabama Procurement Program is a specialty program of the Alabama Small Business Development Center Network, funded in part 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 Karla Jordan, Box 870396, Tuscaloosa, AL 35487 or 1-877-825-7232.