

PREPARE To Meet The Buyers At Teaming To Win

**Mid-Ohio Valley Regional Council
Procurement Technical Assistance Center
and the
Northern West Virginia Chapter of the
National Contract Management Association
With Support From
U.S. Small Business Administration**

PRESENT A FREE Teaming to Win Pre-Marketing Workshop

Alan B. Mollohan Innovation Center
1000 Technology Drive, Conference Room
Fairmont, West Virginia

Thursday, May 6, 2004

Training: “Prepare to Meet the Buyers”

10:00 a.m. - 12:00 noon

Presenter: Jerry Henderson, Henderson Training & Consulting

This day's event will prepare the small business owner to effectively market your business, learn techniques of approaching one-on-one counseling sessions, tips with networking and matching your product/services with the best contracting representatives from both public and private sector organizations. Learn: * What to bring to Teaming to Win, and How to market to the buyers*.

Lunch on your own - Available at Mazza's, located at the Innovation Center

“Making the Most of Your Time”

1:00 – 2:30 p.m.

Presenter: Dave Berkey, PTAC

The Pre-Marketing training creates face-to-face meetings between small business owners, public and private sector and procurement representatives in an effort to award more contracts opportunities to local small businesses. In addition to the unique training, Teaming To Win attendees will be shown how to identify firms in advance to prepare for meetings with firms who are registered with major federal, state, county and city agencies along with dozens of West Virginia's leading corporations who will be in Chester, West Virginia available to discuss current and future contracting opportunities.

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