



Small Business Training Opportunities in WV – June 2014

SBA West Virginia District Office | 320 West Pike Street, Suite 330 Clarksburg, WV 26301 | (304) 623-5631

SBA Charleston Branch Office | 405 Capitol Street, Suite 412 Charleston, WV 25301 | (304) 347-5220

www.sba.gov/wv | wvinfo@sba.gov

The U.S. Small Business Administration provides small business counseling and training through a variety of programs and resource partners, located strategically around the country. If you have items or events to add to the next edition of the event calendar, please send them to: nikki.bowmar@sba.gov

Encore Entrepreneur

Currently there are over 76 million people over the age of 50 in the country, and many are interested in and poised to be entrepreneurs. Research shows that one in four Americans between the ages 44 and 70 are interested in starting their own business or nonprofit venture in the next five to ten years. Nearly half of these aspiring business people desire to be encore entrepreneurs by starting a business with a positive social impact.

Turning Silver into Gold – Charleston

June 27 & July 25, at 11:30 am

WV State University Economic Development Center

<http://www.eventbrite.com/e/encore-entrepreneur-business-after-50-tickets-9439324273>

Open Office Hours

To better serve you, we have scheduled Open Office Hours to help educate you and answer your questions on the most popular topics when opening or expanding a small business.

Virtual Office Hours are from 11:30 a.m. to 12:00 p.m. on the dates and topics below. Questions can be submitted during registration or can be asked during the event. Click on the topics below to register.

[Square Up Your Payments: Is it Time to Ditch Your Credit Card Processor?](#)

6/12/2014

[Bankers and Balance Sheets](#)

6/19/2014

[LLC v. S-Corp: Which is right for you?](#)

6/26/2014

[Getting a Bank Loan: Fact versus Fiction](#)

7/17/2014

[Yes, You DO Have Time for Social Media Marketing](#)

7/24/2014

[LinkedIn for Small Business](#)

9/25/2014

Government Contracting

Government Contracting 101

June 12, 2014 | 2:00 pm EST

<https://cc.readytalk.com/cc/s/registrations/new?cid=o9qbup3ja1w5>

This intensive webinar will give you an overview of how your small business can enter the federal marketplace, including identifying your firm's preparedness, how to get registered in SAM, finding federal opportunities, and tools for in-depth market research. Webinar features marketing experts from the Regional Contracting Assistance Center (RCAC).

Marketing to Agencies & Primes

June 19, 2014 | 2:00 pm EST

<https://cc.readytalk.com/cc/s/registrations/new?cid=xwly5aj04alb>

Good marketing is the key to your success in federal procurement. Marketing Professionals from the Regional Contracting Assistance Center (RCAC) go through some best practices, including how to approach agencies and match-making event tools. We'll also cover that all important Statement of Capabilities, developing a successful online profile, and how even a little thing like a business card can impact your chances in the federal market place.

Government Contracting in a Flash!

Small Business Certifications

This webinar provides a brief eligibility overview of WOSB (Woman Owned Small Business certification), HUBZone certification (for historically underutilized business locations) and the 8a Disadvantaged Business program.

- [June 12, 2014](#)
- [August 14, 2014](#)
- [October 9, 2014](#)
- [November 6, 2014](#)
- [December 11, 2014](#)

Selling to the Government

This webinar provides an overview of the basic tools needed to sell your goods or services to the government, including the System for Awards Management, the Federal Procurement Data System, and the Dynamic Small Business Search database.

- [July 10, 2014](#)
- [September 11, 2014](#)

Lender Training

Franchise Registry for Lenders by Edith Wiseman and Paul Santomauro from FRANdata

June 17, 2014 at 10:00 a.m.

Join Edith Wiseman and Paul Santomauro as they provide a thorough understanding of the new functionality available through FRANdata's recently revised website. You will learn:

- How to find your borrower's franchise on the Franchise Registry
- How to retrieve the franchise eligibility documentation
- How to access Critical Underwriting information – Bank Credit Reports and FDDs
- Finding a franchise system that fits each individual lender's credit profile.

Recent updates to SBA's Loan Program SOP 50 10 5 (F) provides more flexibility for lenders with clients seeking to obtain a franchise. These changes will also be covered.

SBA CAPLine - Working Capital Webinar

Tuesday, June 24 at 10:00 a.m.

SBA's CAPLine program is designed so that you, the commercial lender, can help your small business customers meet their short-term and cyclical working capital needs. The SBA's Working Capital Line offers up to a \$5,000,000 loan guarantee. SBA Commercial Loan Specialist, Bill Reed, from SBA's Loan Guaranty Processing Center (LGPC), and SBA's CAPLine 'Go-To' person, will be the guest presenter for this informative webinar. Learn from the EXPERT when it comes to processing a Working Capital CAPLine loan.

Show Me the Money: What to Do When the Bank Says No

Jun 27, 2014 at 11:30 am

Coal Heritage Museum/ 347 Main Street/ Madison, WV 25130

<http://events.r20.constantcontact.com/register/event?oeidk=a07e942hetm8ad3e19a&llr=bde56vcab>

In addition to banks, there are other options for funding your new small business, including microloans, personal loans and owner financing. Join the SBA's financing experts as we discuss cost-effective funding sources, how guaranteed loans work, and how to handle setbacks.

To register, or for more information, on one of the events above, contact *Rick Haney* at Richard.haney@sba.gov or 304-623-7449. Web Conference URL: <https://connect16.uc.att.com/sba/meet/?ExEventID=84536711>, check "I am a participant", enter your name and email, select "Join". Once you have accessed the conference select the "Call Me" option and enter your direct phone number (If the "Call Me" option does not work, dial 1-888-858-2144 then enter the passcode 4536711# to access the audio portion).

7j Training

The U.S. Small Business Administration is committed to expanding opportunities for small businesses to compete for and win federal contracts that could take their businesses to the next level and create jobs. During the month of March, SBA holds free web-enabled training led by instructors from Stover & Associates, Inc. Registration is limited, join online today at <http://sbaworkshops.stoverteam.com>.

Available online seminars include:

Small businesses who are eligible and interested in the topics above should attend these free seminars. To register go to: <http://sbaworkshops.stoverteam.com>. For more information contact Phyllis Embree or Chris Strudthoff at sbaworkshops@stoverteam.com or call 770-423-9888.

Developing Technical & Past Performance Volumes in Response to RFPs June 16, 2014 1:00—4:00 pm EDT	Capture Management June 24, 2014 1:00—4:00 pm EDT
Developing Price and Cost Volumes in Response to RFPs June 17, 2014 1:00—3:00 pm EDT	Construction Contracting June 25, 2014 1:00—5:00 pm EDT
Federal Contracting Basics June 18, 2014 1:00—4:00 pm EDT	Developing and Managing Contractor Teams June 26, 2014 1:00—3:00 pm EDT
Managing and Administrating Government Contracts June 19, 2014 1:00—4:00 pm EDT	Audits and Accounting Systems June 30, 2014 1:00—5:00 pm EDT
Marketing to the Government Buyer June 23, 2014 1:00—4:00 pm EDT	

Exporting

International Legal Considerations: Working with Distributors Overseas

June 12, 2014 | 2:00 pm EST

www.wvscore.org

This webinar discusses strategies for successful international expansion, with a focus on legal issues that should be considered when entering into a distributorship or an agency agreement with an overseas partner. Key topics include choosing a distributor or agent, contracts in different markets, key provisions in agreements, and dispute prevention and resolution. Webinar features Jacob Manning, a Partner with Disnmore & Shohl in Wheeling, WV.

Small Business Development Center

The Business Fundamentals course is designed specifically for individuals who are considering starting a business or have had a business for one year or less. The workshops provide essential information on what entrepreneurs need to know to start a successful business. Preregistration is required as seating is limited and the cost is \$35. To register, go to the [SBDC Training Events](#) calendar on the WV Small Business Development website, www.wvsbdc.org. Or contact the Business Ask Me! line at 888-982-7232 or askme@wv.gov.

06/05/14	01:00 pm to 04:00 pm	Mount Gay
06/10/14	10:00 am to 01:00 pm	Wayne
06/10/14	09:00 am to 12:00 pm	Winfield
06/17/14	01:00 pm to 04:00 pm	Ronceverte

06/17/14	09:00 am to 12:00 pm	Morgantown
06/17/14	09:30 am to 11:30 am	Kearneysville
06/18/14	01:00 pm to 04:00 pm	Summersville
06/19/14	09:00 am to 12:00 pm	Charleston
06/24/14	09:30 am to 12:30 pm	Huntington
06/25/14	06:00 pm to 08:30 pm	Romney
06/26/14	12:30 pm to 03:30 pm	Oak Hill
06/26/14	10:00 am to 01:00 pm	Ripley
06/26/14	06:00 pm to 08:30 pm	Moorefield
06/27/14	10:00 am to 01:00 pm	South Charleston
07/04/14	09:00 am to 12:00 pm	Wheeling
07/15/14	01:00 pm to 04:00 pm	Ronceverte
07/16/14	01:00 pm to 04:00 pm	Summersville
07/22/14	09:30 am to 12:30 pm	Huntington
07/22/14	09:00 am to 12:00 pm	Morgantown
07/24/14	12:30 pm to 03:30 pm	Oak Hill
08/05/14	09:00 am to 12:00 pm	Wheeling
08/13/14	01:00 pm to 04:00 pm	Summersville
08/14/14	01:00 pm to 04:00 pm	Ronceverte
08/19/14	12:30 pm to 03:30 pm	Oak Hill
08/26/14	09:00 am to 12:00 pm	Morgantown
09/02/14	09:00 am to 12:00 pm	Wheeling

West Virginia Small Business Development Centers (WVSBDCs): The Office of Small Business Development Centers (SBDC) provides management assistance to current and prospective small business owners. SBDCs offer one-stop assistance to individuals and small businesses by providing a wide variety of information and guidance in central and easily accessible branch locations. The program is a cooperative effort of the private sector, the educational community and federal, state and local governments and is an integral component of Entrepreneurial Development's network of training and counseling services. In West Virginia, go to www.wvsbdc.org for more information and office locations

The SBA listing of these events is not an endorsement of the views, opinions, products or services of any cosponsor, person or entity. The mission of the SBA is to aid, counsel, assist and promote the interests of small businesses by providing financial, procurement and business development assistance and advocating on their behalf within the government. All SBA programs are extended to the public on a non-discriminatory basis.