

Getting the Most Out of SADBOC

This workshop is sponsored by SADBOC, hosted by the Minnesota SBA Office in cooperation with the Minnesota PTAC.

When:

Thursday, April 9th

9-11:30 A.M.

Registration begins at 8:30 A.M.

Where:

MN SBA

330 Second Avenue South, Suite 106A

Minneapolis, MN 55401

Cost:

FREE

Register:

[Click here](#) or visit <http://bit.ly/1EH1OCT>

About the SADBOC Procurement Fair

On April 30, 2015 the Federal Executive Board of Minnesota's Small Disadvantaged Business Opportunity Council will host its 16th Annual SADBOC Procurement Fair.

The fair features:

- a continuous trade show with dozens of government agencies and prime contractors available to discuss procurement opportunities;
- 20 workshops on government contracting topics; and
- scheduled one-on-one matchmaking appointments.

About this workshop

This workshop helps small businesses prepare for the Federal Executive Board of Minnesota's Small Disadvantaged Business Opportunity Council (SADBOC) Fair. The SADBOC Procurement Fair offers so much, that small businesses can be overwhelmed and may not know where to begin. In this workshop, businesses will learn strategies that will get the maximum return on attending and participating at the SADBOC fair.

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Workshop Agenda

- **Welcome** – *Randy Czaia, SBA and SADBOC Chair*
- **Capability Statements** – *Pat Dotter, MN PTAC*
Receive all of the necessary tools and tips to create a great first impression!
This session will teach you how to make your business attractive to the government by providing samples and evaluation checklists to help you when creating your Capability Statements that are unique, accurate and compelling.
- **Tradeshow Maximization: Be Prepared - Leave a Lasting Impression!** – *Kathy Neumann, Strategy Associates*
Make a lasting, positive first impression by being prepared and confident in your message. Learn how to use the right tools to make your matchmaking session and trade show meetings the best they can be!

For more information contact Sherri Komrosky, (612) 256-6565, skomrosky@mnptac.org