



Honorable Elizabeth Warren
Senator, US Senate
Speaker

Massachusetts SBA and Senator Elizabeth Warren's 3rd Annual Massachusetts Business Matchmaker!



Honorable Maria Contreras-Sweet,
Administrator, US Small Business
Administration, Speaker

Monday, April 11, 2016 • 8:00 am to 1:30 pm
University of Massachusetts • Tsongas Center
300 Martin Luther King Jr Way • Lowell, MA 01852

Winning Federal contracts requires a keen understanding of federal contracting rules and strategy. Join us to learn the procurement process, connect with the right people, grow your business and increase your revenue!

8:00am to 9:00am – Registration and Continental
Breakfast
9:00am to 12:30pm – Education Sessions
10:00am to 1:30pm – Match Making

Featuring:

- Discussion with Senator Warren and Administrator Contreras-Sweet; moderated by Ann Sullivan, WIPP Chief Advocate
- Class selections to meet individual interests
- Matchmaking sessions
- Networking Opportunities

Classes on the following topics:

- Marketing Your Business to Help Create WOSB Set-Asides
- Opening Doors to Federal Contracting
- Perfecting Your Pitch
- Making Your Business DCAA Compliant
- Financing Your Business / Contract Financing
- Teaming and Joint Ventures

Featuring **ChallengeHER**, a training program sponsored by the SBA, Women Impacting Public Policy, and American Express OPEN, to assist women-owned small businesses to grow their business through the WOSB Set Aside Program

This conference is open to **all small business**, with a special break-out class on the WOSB Contracting Program.

[**REGISTER HERE**](#)

Event is free; seating is limited

For additional information, please email ChallengeHER@wipp.org

ChallengeHER



Senator Warren's office would like to thank UMass Lowell for the use of its facilities.