



News Release

WEST VIRGINIA DISTRICT

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Free Training for Small Businesses Offered in January *Web-Enabled Instructor-Lead Training allows for easy attendance*

CLARKSBURG, WEST VIRGINIA — The U.S. Small Business Administration is offering a series of free Web-Enabled Instructor-Led Training sessions in January to allow busy professionals the opportunity to receive training without leaving the office.

The seminars are being offered to eligible individuals or small businesses nationwide, as part of SBA's efforts to provide relevant training to the small business community. Instructors for the training are from Stover & Associates, Inc., a highly acclaimed training firm located in Atlanta, GA.

Each seminar series will be offered on two consecutive weekday afternoons from 1 p.m. to 4 p.m. EST. Attendees are required to attend both 3-hour sessions to receive a certificate of completion. Register online today at <http://sbaworkshops.stoverteam.com>.

"The SBA encourages small businesses to take advantage of these training seminars," said Judy McCauley, director of SBA's West Virginia District Office. "Having the opportunity to participate in training without leaving the office is something we are very excited to offer."

Available online seminars include:

- **Marketing and Capture Management**
Part 1: January 22, 2013
Part 2: January 23, 2013
- **E-Commerce and Internet Business Strategy**
Part 1: January 24, 2013
Part 2: January 25, 2013
- **Proposal Preparation**
Part 1: January 28, 2013
Part 2: January 29, 2013
- **Government Contract Negotiation**
Part 1: January 30, 2013
Part 2: January 31, 2013

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.

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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.