



# *News Release*

## **WEST VIRGINIA DISTRICT**

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## **SBA Releases February Schedule of Government Contracting Training**

**CLARKSBURG, WEST VIRGINIA** – The U.S. Small Business Administration is committed to helping small businesses compete for and win federal contracts that could take them to the next level. SBA announces free web-enabled training led by instructors from Stover & Associates, Inc. for February. Registration is limited, join online today at <http://sbaworkshops.stoverteam.com>.

Available online seminars include:

### **Marketing to the Government Buyer**

February 4, 2015

1:00—4:00 pm EST

### **Capture Management**

February 5, 2015

1:00—4:00 pm EST

### **Federal Contracting Basics**

February 9, 2015

1:00—4:00 pm EST

### **Understanding RFPs**

February 10, 2015

1:00—2:30 pm EST

### **Government Contracting Vehicles**

February 10, 2015

3:00—4:30 pm EST

### **Government Contract Negotiations**

February 11, 2015

1:00—5:00 pm EST

### **Developing and Managing Contractor Teams**

February 12, 2015

1:00—3:00 pm EST

### **Developing Technical and Past Performance Volumes in Response to RFPs**

February 18, 2015

1:00—3:30 pm EST

**Developing Pricing and the Cost Volume in Response to RFPs**

February 19, 2015

1:00—3:30 pm EST

**Managing and Administrating Government Contracts**

February 23, 2015

1:00—4:00 pm EST

**Special Topics for Construction Management**

February 24, 2015

1:00—3:00 pm EST

**Audits and Accounting Systems**

February 25, 2015

1:00—5:00 pm EST

**How to Qualify for the GSA Schedule**

February 26, 2015

1:00—2:30 pm EST

**Strategic Planning for Small Business**

February 26, 2015

3:00—4:00 pm EST

To register go to: <http://sbaworkshops.stoverteam.com/>. For more information, contact Phyllis Embree or Chris Strudthoff at [sbaworkshops@stoverteam.com](mailto: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.*

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