

4TH ANNUAL SMALL BUSINESS OUTREACH & TRAINING CONFERENCE

REGISTRATION OPEN

NOW



[http://www.sbotc.com/
registration.html](http://www.sbotc.com/registration.html)

\$120.00 Advance

\$150.00 Day of Event

\$45 Student
(Current EDU ID)

\$300 Vendor Tables
(Registration for 2 Included)

MARKET YOUR BUSINESS

Sponsorship
Opportunities are
Available

LOCATION



Adam W. Herbert
University Center
12000 Alumni Drive
Jacksonville, FL 32224

APRIL 11TH 2018



PRESENTING



Captain Matt Ott
COMMANDING OFFICER,
NAVSUP FLEET LOGISTICS
CENTER, JACKSONVILLE, FLORIDA



Captain Patrick Garin
COMMANDING OFFICER,
NAVFAC SOUTHEAST,
JACKSONVILLE, FLORIDA

MEET THE AGENCY CONTRACTING PERSONNEL FACE TO FACE! "MATCHMAKING FOR SMALL BUSINESSES"

The Small Business Outreach and Training is the event of 2018 that Business Owners (Large & Small), Entrepreneurs and Acquisition Professionals **DO NOT** WANT TO MISS!

EXPAND THE POSSIBILITIES with Government Contracting:

- **OVERCOME BARRIERS TO GOVERNMENT CONTRACTING:** Talk one on one with Federal, State and Local Government Buyers, Contracting Officers, Program Managers, Project Engineers, etc. This is your time to ask Personal, Pertinent and Principle Questions.
- **NETWORK + MARKETING = SUCCESS!** Lunchtime is not just a meal. Dine with Government Officials and Large Businesses for round table discussions on future procurement opportunities and effective marketing strategies. **Bring Plenty of Business Cards!!**
- **UNRAVEL THE CONFUSION OF GOVERNMENT CONTRACTING:** Informative and progressive workshops, training and seminars on trade secrets such as ★Improving Your Proposal ★How to Get and Keep a Federal Contract ★ Wage Determination ★The Certificate of Competency Program and **NEW** "So You Want to Sell to the Government".



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NAVY - NAVSUP - NAVFAC - VETERANS ADMINISTRATION - ARMY CORPS OF ENGINEERS