U.S. Small Business Administration

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8(a) Virtual Events

Roadmap to Success: Live Webcast Sessions
8(a) Business Development Virtual Training



8(a) Live Webcasts

Helping you grow your business

Live Web Events

Virtual Environment

Access SBA's new 8(a) program training through an innovative new platform.

Live Webcast

Attend live webcast training sessions with industry experts you know and follow.

Networking Lounge

Attend live networking sessions and meet industry experts with SBA's new Virtual Learning Environment.

Who Should Attend?

- Business owners and executives who want to understand the strategies and tactics 8(a) firms are using to win contracts and grow their business.

Training Provider

- Live webcast sessions are provided by Gabriel Enterprises Consulting Group, LLC
- **POC Info:** For additional information on upcoming webcast sessions contact: Jasmine Francois-Moore or Jason Whetsell at support@geconsultinggroup.com

Tailored Sessions for Each Group

Sessions are tailored to number of years in the 8(a) program:

- **Year 0 - 2:** Strategies for winning 8(a) sole source contracts, how to leverage the FAR as a small business, market research and proposal strategies for 8(a), targeted capabilities statements
- **Year 3 - 4:** BD Strategies, Marketing and E-Tools
- **Year 5 - 7:** Joint Ventures and Mentor-Protégé, Managing Growth, and Networking to Capture Federal Business
- **Year 8 - 9:** Preparing to exit the 8(a) program, understanding the Mentor-Protégé program, and Prime/Sub Contracting

U.S. Small Business Administration

Weekly Live Webcast Sessions

Attend live training to participate in discussions on strategies and tips for 8(a) Certified Small Businesses



Live Webcast Schedule

Attend Sessions in the Live Webinars Auditorium

October Sessions

Target Cohort*	Date and Time (ET)**	Course	Add to Calendar
New 8(a) Participant	10/12/2021 | 12pm – 1pm	How to do Business with the Federal Government and Win Contracts as an 8(a) certified firm	
Program Years 5-7	10/13/2021 | 11am – 12pm	Networking, Capturing & leveraging*	
New 8(a) Participant	10/14/2021 | 1pm – 2pm	Bids and Proposals	
Program Years 8-9	10/19/2021 | 10am – 11am	Preparing Your Company to Succeed After 8(a) Graduation*	
Program Years 8-9	10/20/2021 | 12pm – 1pm	Teaming and Mentor Protege Programs*	
New 8(a) Participant	10/21/2021 | 1pm – 2pm	Market Research in Federal Procurement	

Participants in Years 0-2 of the 8(a) program **must attend all Year 0-2 New 8(a) Participant courses live before they have access to courses in other cohorts.*

***Registration for individual courses is not required. Simply register for the virtual learning environment one time, then return to the environment at the time of the course.*

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November Sessions

Target Cohort*	Date and Time (ET)**	Course	Add to Calendar
New 8(a) Participant	11/9/2021 | 11am – 12pm	Capabilities Statements and Briefings	
Program Years 3-4	11/10/2021 | 3pm – 4pm	Bids and Proposals	
Program Years 8-9	11/16/2021 | 12pm – 1pm	Prime Contracting*	
Program Years 5-7	11/17/2021 | 12pm – 1pm	Teaming: JVs, MPAs, & You*	
Program Years 3-4	11/23/2021 | 10am – 11am	Marketing & E-Tools: Identifying Opportunities*	

Participants in Years 0-2 of the 8(a) program **must attend all Year 0-2 New 8(a) Participant courses live before they have access to courses in other cohorts.*

***Registration for individual courses is not required. Simply register for the virtual learning environment one time, then return to the environment at the time of the course.*

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact: Jason Whetsell at support@geconsultinggroup.com

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Live Webcast Schedule

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December Sessions

Target Cohort*	Date and Time (ET)**	Course	Add to Calendar
New 8(a) Participant	12/8/2021 | 4pm – 5pm	How to do Business with the Federal Government and Win Contracts as an 8(a) Certified Firm	
New 8(a) Participant	12/14/2021 | 1pm – 2pm	Capabilities Statements and Briefings	
Program Years 8-9	12/14/2021 | 3pm – 4pm	How to Market to the Federal Government as a "Small Business Concern"*	

Participants in Years 0-2 of the 8(a) program **must attend all Year 0-2 New 8(a) Participant courses live before they have access to courses in other cohorts.*

***Registration for individual courses is not required. Simply register for the virtual learning environment one time, then return to the environment at the time of the course.*

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8(a) Training

Helping you grow your business

Course Catalog for Upcoming Live Webcasts

- **How to do Business with the Federal Government (yr. 0-2)**
  - How to influence 8(a) sole source awards, build relationships, and earn past performance.
- **Bids and Proposals (yr. 0-2)**
  - How to effectively review RFPs and put forth a winning proposal.
- **FAR and Other Regulations (yr. 0-2)**
  - How to leverage the FAR and other regulations to grow and protect your business.
- **Market Research in Federal Procurement (yr. 0-2)**
  - Effectively conduct and respond to market research.
- **Capabilities Statements and Briefings (yr. 0-2)**
  - Utilize 4 types of capabilities briefings to influence, shape, and capture business opportunities.
- **How to do Business with the Federal Government (Refresher)**
  - As firms enter the next phase of the business development program, this course serves as a refresher to Phase 1 but with a different perspective.
- **Marketing & e-Tools**
  - Leverage innovative tools to identify, monitor, and capture business opportunities.
- **Teaming: JV's, MPA's, & You**
  - As a potential protégé, understand how SBA's JV and Mentor-Protégé programs can support the growth of your business.
- **Teaming and Mentor-Protégé Programs**
  - As a potential mentor or protégé, understand how SBA's JV and Mentor-Protégé programs can help grow your business.
- **Managing Growth**
  - Learn how to achieve and sustain growth through business development, external financing, and DCAA compliance.
- **Networking, Capturing, & Leveraging**
  - When, where, and how to network to win federal contracts. Not your typical networking course!
- **Preparing Your company to Succeed after 8(a) Graduation**
  - Gain an understanding of how you can prepare your marketing and BD functions now for future 8(a) graduation.
- **How to Market to the Federal Government as a "Small Business Concern"**
  - Understanding how you can effectively market as a small business once you've exited the 8(a) Program.
- **Prime Contracting**
  - Understand effective practices behind Prime Contracting and working with subcontractors.

Eligibility Requirements

Who can participate? Small business owners who:

- are certified 8(a) participants
- have a HUBZone certified small business
- have an economically disadvantaged women-owned small business
- have a small business located in areas of high unemployment or low income area, or
- have a small business owned by a low-income individual, as defined in under HHS Poverty Guidelines

Training Provider

- Live webcast sessions are provided by Gabriel Enterprises Consulting Group, LLC. For additional information on upcoming webcast sessions contact: Jasmine Francois-Moore or Jason Whetsell at support@geconsultinggroup.com
- For **more information about the 7(j) Program**, please contact your SBA District Office (www.sba.gov/tools/local-assistance)
- SBA Cooperative Agreement Contract Number 73351018F0342. This project is funded by a Cooperative Agreement from the U.S. Small Business Administration (SBA). SBA's funding should not be construed as an endorsement of any products, opinions, or services. All SBA-funded projects are extended to the public on a nondiscriminatory basis.