

Getting the Most Out of **SADBOC**

...for approved vendors,
...to any Federal agency.
...of supply" by DOD and most other.
...\$25,000
...
...A Services only
...to earn \$25,000 after 24 month grace period
...program



Thursday, April 14th
9 - 11:30 a.m.
(Registration begins @ 8:30 a.m.)



AGENDA

Welcome

Randy Czaia, SBA and SADBOC Chair

Planning for Success: Maximizing Tradeshow Results

Robert Koehler

Government business development is no accident. Learn strategies and techniques to maximize your effectiveness at the SADBOC reverse tradeshow. Covered topics include market research, making a plan, effective communication, and follow up after the event.

Capability Statements

Pat Dotter, MN PTAC

Receive all of the necessary tools and tips to create a great first impression! This session will teach you how to make your business attractive to the government by providing samples and evaluation checklists to help you when creating your Capability Statements that are unique, accurate and compelling.

Sponsored by SADBOC and hosted by the Minnesota SBA Office in cooperation with the Minnesota PTAC



MNPTAC
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ABOUT SADBOC PREP WORKSHOP

This workshop helps small businesses prepare for the Federal Executive Board of Minnesota's Small Disadvantaged Business Opportunity Council (SADBOC) Fair. The SADBOC Procurement Fair offers so much, that small businesses can be overwhelmed and may not know where to begin. In this workshop, businesses will learn strategies that will get the maximum return on attending and participating at the SADBOC fair.

Cost:

FREE

Registration:

<http://bit.ly/SABOCPrep>

Location:

MN SBA, 330 2nd Ave S
Conference Center (1st floor)
Minneapolis, MN 55401



ABOUT SADBOC

On April 28, 2016 the Federal Executive Board of Minnesota's Small Disadvantaged Business Opportunity Council will host its 17th Annual SADBOC Procurement Fair.

The fair features:

- a continuous trade show with dozens of government agencies and prime contractors available to discuss procurement opportunities;
- 20 workshops on government contracting topics; and
- scheduled one-on-one matchmaking appointments.