



U.S. Small Business  
Administration



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**New URL** <https://sba.slatevx.us/sba8avirtual>

## 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](mailto: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



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## 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

### April Sessions

Target Cohort*	Date and Time (ET)**	Course	Add to Calendar
New 8(a) Participant	4/12/2022   11am - 12pm	How to do Business with the Federal Government and Win Contracts as an 8(a)	
Program Years 8-9	4/19/2022   12pm - 1pm	Preparing Your Company to Succeed after 8(a) Graduation*	
New 8(a) Participant	4/21/2022   1pm - 2pm	Bids and Proposals	
New 8(a) Participant	4/26/2022   1pm - 2pm	FAR and Other Regulations	
New 8(a) Participant	4/27/2022   2pm - 3pm	Capabilities Statements and Briefings	
New 8(a) Participant	4/28/2022   3pm - 4pm	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*

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](mailto:support@geconsultinggroup.com)



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### May Sessions

Target Cohort*	Date and Time (ET)**	Course	Add to Calendar
New 8(a) Participant	5/11/2022   10am – 11am	How to do Business with the Federal Government and Win Contracts as an 8(a)	
New 8(a) Participant	5/12/2022   2pm - 3pm	FAR and Other Regulations	
New 8(a) Participant	5/17/2022   2pm - 3pm	Market Research in Federal Procurement	
Program Years 3-4	5/18/2022   12pm – 1pm	How to do Business with the Federal Government (Refresher)*	
Program Years 3-4	5/19/2022   11am - 12pm	Marketing & E-Tools: Identifying Opportunities*	
Program Years 8-9	5/24/2022   3pm - 4pm	How to Market to the Federal Government as a "Small Business Concern"*	

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### June Sessions

Target Cohort*	Date and Time (ET)**	Course	Add to Calendar
Program Years 5-7	6/7/2022   1pm – 2pm	Networking, Capturing, & Leveraging*	
New 8(a) Participant	6/8/2022   3pm - 4pm	Bids and Proposals	
New 8(a) Participant	6/14/2022   10am – 11am	FAR and Other Regulations	
Program Years 8-9	6/15/2022   11am – 12pm	How to Market to the Federal Government as a "Small Business Concern"*	
Program Years 8-9	6/16/2022   1pm - 2pm	Teaming and Mentor Protege Programs	
New 8(a) Participant	6/21/2022   11am - 12pm	Capabilities Statements and Briefings	
New 8(a) Participant	6/22/2022   4pm - 5pm	How to do Business with the Federal Government and Win Contracts as an 8(a)	

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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](#)

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- For **more information about the 7(j) Program**, please contact your SBA District Office ([www.sba.gov/tools/local-assistance](http://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.