



U.S. Small Business Administration  
Eastern Pennsylvania District Office  
660 American Avenue, Suite 301  
King of Prussia, PA 19406

## FREE FEDERAL GOVERNMENT CONTRACTING SEMINARS

*Both classes are highly recommended for a full understanding of the programs*

### Federal Government Certification Programs Seminar

*Interested in learning the eligibility requirements for participating in these programs?*

Register online at <https://www.eventbrite.com/e/certification-for-8a-wosb-and-hubzone-programs-workshop-tickets-21790588236>

9 A.M. TO 12 P.M.		
January 25, 2024	April 25, 2024	July 25, 2024
March 28, 2024	May 23, 2024	September 12, 2024

*This workshop covers the benefits of participating in these programs:*

**Woman-Owned Small Business Set-Aside Program:** Provides greater contracting opportunities for woman-owned small businesses via contracts to be competed for only by registered WOSB's.

**SBA HUBZone Program:** Promotes job growth, capital investment, and economic development to Historically Underutilized Business Zones via contracting assistance to small businesses located in economically distressed communities.

**SBA's 8(a) Business Development Program:** Business development program to help small disadvantaged businesses compete in the American economy and access the federal procurement market.

### Selling To The Federal Government Seminar

*The Federal Government is the largest purchaser of goods and services in the world.*

*Learn how your small business can market services or goods to the Federal Government!*

Register online at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611>

1 P.M. TO 4 P.M.		
January 25, 2024	April 25, 2024	July 25, 2024
March 28, 2024	May 23, 2024	September 12, 2024

SBA helps ensure small businesses get fair opportunities to share federal government prime contracts. Topics:

- How to Register
- Marketing Your Firm
- Tips to Prepare Your Offer
- Small Business Certifications
- Federal Supply Schedules
- How to Seek Additional Assistance
- Finding Opportunities
- Getting Paid

**Registration must be completed the day before the seminar.**

**Please note all training sessions are offered via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning correctly prior to entering the lobby to attend the scheduled seminar.**

**(NOTE: THE LOBBY WILL CLOSE FIVE MINUTES AFTER THE HOUR.)**

Questions or additional information please contact: George Tapia ([george.tapia@sba.gov](mailto:george.tapia@sba.gov))

All programs are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance.