

# SESSION 1: INTRODUCTION TO GOVERNMENT CONTRACTING

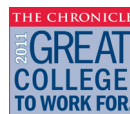
Federal, state, and local governments buy all types of goods and services. **Learn exactly what government agencies buy, how they buy it, and what you can do to sell it to them.** By the end of this seminar you will understand how your business fits into government needs, how to identify which agencies are buying what you are selling, and the basics of getting started.

# SESSION 2: SET-ASIDE CERTIFICATIONS PRESENTATION

Obtaining certifications may give you an advantage in the government marketplace. This session will educate you on set-aside groups eligible for certification to give you a leg up on the competition as you enter the government market. By attending this session, you will gain an understanding of set-aside groups, what certifications fit your situation, which ones require official certification, and how to obtain that certification for both federal agencies and the State of Ohio.

Certification information to include:

- Minority Business Enterprise
- Woman-Owned Small Business
- Veteran-Owned Business
- Service Disabled Veteran-Owned Business
- SBA 8(a) Program
- Businesses Located in HUBZone Areas



**Register Today**  
for one or both sessions!  
**February 10, 2012**

**Government Contracting**  
10 a.m. - 12 p.m.

**Break\***

**Set-Aside Certifications**  
1 p.m. - 3 p.m.

Zane State College  
Cambridge Campus  
Willett-Pratt Training Center  
9900 Brick Church Road  
Cambridge, OH 43725

Admission is free  
To register, please contact  
(740) 432-6568 ext. 1325  
or [cback@zanestate.edu](mailto:cback@zanestate.edu)

\*Please pack a lunch or plan to leave campus for lunch.

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