

**Presented by Niagara SBDC through the
generosity of the Ralph C. Wilson, Jr. Foundation**



About The Series

This 8 week program helps small business owners break into government and corporate contracting by simplifying a complex process. It provides essential knowledge, practical tools, and step-by-step guidance to overcome common contracting challenges. By program's end, participants gain a strong grasp of procurement processes and improved organizational readiness, positioning them for long-term growth and success in winning and delivering contracts.

Cost

Eight Session Series - \$40

Registration

**Click here or Scan
QR Code**



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NiagaraSBDC.org



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Location

**Orleans County Cornell Cooperative Ext.
12690 NY-31
Albion, NY 14411**

Dates

**Wednesday Evenings
September 16 through November 4
6:00pm - 9:00pm**



Back to Basics

9/16 Organizing to be prepared



Strong Foundation

9/23 Creating a base to be successful



Introduction to Contracting

9/30 What you need to know



B2B Contracting

10/7 How to sell to other businesses



Marketing

10/14 Create a strong promotional strategy



Insurance & Lending

10/21 Key financial and insurance elements



Presentations

10/28 Share your story



Graduation

11/4 Invite your loved ones to celebrate!