



## Winning Government Contracts for Your Business

FREE  
WORKSHOP  
SERIES

**GOVERNMENT BUYERS ARE LOOKING FOR WHAT YOU HAVE ...** quality products and services at competitive prices. There are billions of dollars in contracting opportunities with the U.S. Army, Navy, Air Force, Defense Logistics Agency, Veteran's Administration, and other federal, state and local agencies. With help from NBDC counselors, it could be your company that takes advantage of these lucrative opportunities.

### Why do I want to sell to the government?

A review of why including government sales into your marketing mix can help your company's bottom line.

#### IN KEARNEY

**October 14, 9-11 am Central**

University of Nebraska at Kearney  
West Center Building, Room 005N  
1917 West 24th Street

### HUB Zones, 8a, SDVOB—what are these programs and how may I qualify?

A review of how you qualify to be a HUB Zone, 8 a or SDVOB business. Then how does it help my company in government contracting.

#### IN SCOTTSBLUFF

**November 17, 9-11 am Mountain**

Panhandle Station, 4502 Avenue I Street

#### WEBINAR

Both these workshops will be broadcast on the web using SBA Ready Talk. For information on how to join the webinar, email [knappse@unk.edu](mailto:knappse@unk.edu)

**All workshops in the series are FREE, but you must register in advance.**

SEATING IS LIMITED. To reserve your place you must register before day of class.

#### REGISTER ONLINE AT

[ptac.unomaha.edu/events.cfm](http://ptac.unomaha.edu/events.cfm)

#### WEBINAR

For information on joining the webinar email [knappse@unk.edu](mailto:knappse@unk.edu)



#### INSTRUCTOR

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