

Southwest Michigan PTAC 2019 Class Schedule

Government Contracting: Orientation	Location	2:00 – 4:00 p.m.
<p>Is your company considering government contracting? Learn how to sell your products and services to the federal, state, and local government. This free seminar will give you the direction you need.</p> <p>Online pre-registration is required.</p>	Kalamazoo (Register)	January 24
	Kalamazoo (Register)	March 7
	Kalamazoo (Register)	May 8
	Benton Harbor (Register)	To Be Scheduled
	Kalamazoo (Register)	July 18
	Kalamazoo (Register)	September 24
	Kalamazoo (Register)	November 7

Marketing & Research: Mining for Opportunities	Location	2:00 – 4:00 p.m.
<p>Learn how to market your business to government agencies. Research the agencies that buy what you sell. Research your competitors' sales and customers.</p> <p>Pre-requisites: Orientation Class and a current client of PTAC. Online pre-registration is required.</p>	Kalamazoo (Register)	February 6
	Kalamazoo (Register)	March 21
	Kalamazoo (Register)	May 29
	Benton Harbor (Register)	To Be Scheduled
	Kalamazoo (Register)	August 7
	Kalamazoo (Register)	October 8
	Kalamazoo (Register)	November 20

One-Time Govology Training	Topic	Location	2:00 – 4:00 p.m.
<p>Govology is a collaborative community raising the competency level of small business to excel in government contracting. These are pre-recorded sessions that we will watch together.</p>	Mighty Micro-Purchase	Kalamazoo (Register)	February 19
	Buy American Act & Barry Amendment	Kalamazoo (Register)	April 2
	Small Business Government Marketing	Kalamazoo (Register)	June 12
	Subcontractor Expectations	Kalamazoo (Register)	August 21
	Breaking Down Federal Solicitations	Kalamazoo (Register)	October 24
	To Be Determined	Kalamazoo (Register)	December 5

Class Locations

Kalamazoo: W.E. Upjohn Institute, 300 S. Westnedge Ave., Kalamazoo, MI 49007
*(Classes are **not** held at the PTAC office at 222 S. Westnedge Ave.)*

Benton Harbor: Cornerstone Alliance, 80 West Main Street, Benton Harbor, MI 49022

Contact: Website: <http://bit.ly/swmiptac>
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