



San Diego Contracting Opportunities Center (SDCOC)

Presents

## **Introduction to Doing Business with Government Agencies**

---

---

*Facilitated by:*

*Rachel Fischer*

*Deputy Program Manager*

**Friday, July 25, 2008**

**9:00am - Noon**

(Please arrive 10 to 15 minutes early for networking)

Are you interested in selling your products and services to government agencies, but are not sure where and how to start? This interactive workshop will cover the first steps and strategies you need to take to successfully sell your products and services in the government market.

Topics to be discussed include:

1. Learning the Basics of Government Contracting
2. Registering with Government Agencies
3. Applying for Small Business Certifications
4. Locating Government Contracting Opportunities

Workshop will be held at:

**San Diego Contracting Opportunities Center (SDCOC)**

Point Loma Nazarene University – Mission Valley Campus

4007 Camino del Rio South, Suite 210

San Diego, CA 92108

**Cost: Free! Reservations required! Limited seating!**

Register online <http://ptac-sandiego.org/workshop.html> or by e-mail at

[sdcoc@ptac-sandiego.org](mailto:sdcoc@ptac-sandiego.org)

Questions: Call (619) 285-7020