Wake Tech's Small Business Center

In cooperation with

The Cary Chamber of Commerce

FREE

# 2009 Summer Classes

## NC Military Business Center - Government Contracting Symposium

The military buys jet engines, toilet paper, and everything in between. Are you getting military business? Do you understand set-asides? Do you need help navigating the NCMBC website or finding and responding to procurement requests? Join us and learn more about the military procurement process and how to compete for military business.

**Seminar topics:**

- Government vs. real-world contracting
- Government award process - pre-award sealed and open bids
- Pre-award costs and pricing
- Post-award contract changes and claims
- Contracting officer - claims and defaults
- Contract terminations - methods and procedures
- 8 (A), H2 Veterans' programs

NCMBC staff will present this program. Learn how to utilize their resources and respond to military needs. For more information, go to www.ncmbc.us/ or call 877-245-5520. For registration information, e-mail Chris Roix at caroix@waketech.edu.

WEST W, 9 a.m. – 4:00 p.m. 6/10

## Sales and Use Tax 101 - Presented by The Women's Business Center of NC

The basics of sales and use of taxes will be covered in this seminar that is ideal for retailers or any business wanting to sell.

WEST Th, 11:30 a.m. - 1:30 p.m. 7/9

## Raising a Purple Cow - Presented by The Women's Business Center of NC

This seminar discusses how to build or identify something truly exceptional about your product or service and that is worth the attention of your prospects. In a crowded field of sameness, the seminar will show you "how to raise a purple cow".

WEST Th, 11:30 a.m. -1:30 p.m. 7/21

**Visit Wake Tech's Small Business Center on the web at**

**https://smallbusinesscenter.waketech.edu**