

# Workshops on SBA Programs & Services

## Instructor

**Lonnie Koyama**

Jun  
26<sup>th</sup>

### Overview of SBA Programs & Services

Reviewing SBA resources available to help small businesses

Lead Economic Development Specialist

U.S. Small Business Administration

July  
10<sup>th</sup>

### Sales Training for Business Owners

The sales knowledge presented in this class applies to all products & services

Time: 11:30 am – 1:00 pm

All workshops held via Zoom

July  
17<sup>th</sup>

### Federal Govn't Contracting 101

Info on how to get started with Government Contracting

Registration Required at  
[www.FLWBC.org](http://www.FLWBC.org)

### Federal Certifications 8a & Hubzone

Learn what these programs are & how they help disadvantaged businesses compete in the marketplace

Note: A completed 641 form must be on file to attend

Aug  
21<sup>st</sup>

Sept  
11<sup>th</sup>

### WOSB, Veterans & Disabled

Learn about programs designed to help Women, Veterans and Service Disabled Veterans compete



Funded in part through a Cooperative Agreement with the SBA