



## Upcoming Training Opportunities



### Marketing & Understanding How to Utilize a GSA Contract to its Maximum Potential\*\*

#### **DID YOU KNOW . . .**

A Champion for Small Business, **GSA** is America's only Source Solely Dedicated to Procuring Goods/Services for the Government.

Qualifying to do business with GSA is a great way to grow your business, but, if you don't understand the contract you have been awarded, or how to leverage it to its fullest, it can be an opportunity lost.



**Date:** Wednesday, November 30, 2016

**Time:** 1:00 pm - 2:00 pm

**Cost:** FREE

**Speaker:** **Melanie Hanna**  
Customer Service Director, Central FL  
Customer Accounts &  
Research (CAR) Division  
GSA Federal Acquisition Service (FAS)  
Southeast Sunbelt Region (R4)

**Make Sure to Attend this Webinar and let Melanie Explain  
How to Make the Most of your GSA Contract!!**

- Learn how to research your competition to give yourself an advantage.
- Learn how to locate contract details and the associated government point of contact.
- Learn how to best position your products and services to ensure your maximum potential.

**PLUS**

\*\* The webinar will entitle the attendee to earn continuous learning points (CLPs), from GSA, towards any specific accreditation or certification that you may be maintaining.

**Webinar  
Registration**

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Florida 8(a) Alliance: A non-profit organization, with a mission to strengthen, train, educate and promote 8(a) and other Small Businesses in FL

**[www.florida8a.org](http://www.florida8a.org) | Phone: (904) 337-1009 | Email: [info@florida8a.org](mailto:info@florida8a.org)**