



News Release

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SBA Teams With Strategic & Learning Services to Conduct Series of Live Webinars for Small Business Owners

WASHINGTON – Small business owners will be able to participate in a series of live interactive Webinars that will provide training on navigating the maze of federal contracting and other business essentials as if they are in a classroom setting. The Webinars will be conducted by the U.S. Small Business Administration and Strategic & Learning Services, Inc. (SLS), a small business headquartered in Albuquerque, N.M., announced SBA Administrator Hector V. Barreto.

The first of the live Webinar training sessions will take place on March 15, 2006, at 12:00 p.m. EST and is one of a series of training sessions for small business owners that are eligible for the SBA's 7(j) Management and Technical Assistance program. Other eligible firms include firms that are eligible for 8(a) certification, HUBZone-certified, firms operating in areas of high unemployment or low income and firms that are owned by low income individuals. The other Webinar dates for 2006 are May 17, July 19, August 16 and September 13.

“This is a great opportunity to educate small business owners from around the country that are not able to attend the classroom training sessions on how to obtain and manage federal contracts and how to grow their small businesses,” said Administrator Barreto. “We are happy that SLS has joined us in this effort to ensure that small businesses have access to their fair share of contracting opportunities in the federal marketplace.”

Individuals planning to participate in the live Webinar, should visit www.sls-7j.net to register and click on the live web conference icon. The live seminar will be archived on SLS's Web site the day after the session for individuals who are not able to participate on the scheduled date. The maximum capacity for each session is 500. Individuals interested in participating are encouraged to join the Webinar 10 minutes prior to the session to avoid missing valuable information. During the Webinar, small businesses will be able to e-mail their questions directly to the SLS instructors and get immediate responses.

The Webinar will also highlight:

- Techniques to analyze your business and assess your growth potential;
- Strategies for obtaining and managing government contracts;
- Tips on retaining and managing your employees;
- Utilizing marketing and sales techniques to enhance your business; and
- Assistance in developing a plan for strategic growth.

For more information on how to receive federal contracting assistance from the SBA, visit www.sba.gov/gcbd.

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