

Southwest Michigan PTAC 2018 Class Schedule

Government Contracting: Orientation	Location	2:00 – 4:00 p.m.
<p>Is your company considering government contracting? Learn how to sell your products and services to the federal, state, and local government. This free seminar will give you the direction you need.</p> <p>Online pre-registration is required.</p>	Kalamazoo (Register)	February 21
	Kalamazoo (Register)	April 5
	Kalamazoo (Register)	May 15
	Benton Harbor (Register)	June 14
	Kalamazoo (Register)	July 18
	Kalamazoo (Register)	September 5
	Kalamazoo (Register)	November 8

Lessons Learned in Government Contracting	Location	2:00 – 4:00 p.m.
<p>This Govology pre-recorded webcast reviews the top ten most common mistakes contractors make and how to identify, avoid, and mitigate each mistake presented by an experienced federal contractor. This will be offered classroom style and the video will be paused to discuss as a group. Normally this session is \$75. There is no charge to attend.</p> <p>Pre-requisites: Orientation Class and a current client of PTAC. Online pre-registration is required.</p>	Kalamazoo (Register)	February 28
	Kalamazoo (Register)	April 18
	Kalamazoo (Register)	May 31
	Benton Harbor (Register)	June 21
	Kalamazoo (Register)	July 31
	Kalamazoo (Register)	September 19
	Kalamazoo (Register)	November 29

Marketing & Research: Mining for Opportunities	Location	2:00 – 4:00 p.m.
<p>Learn how to market your business to government agencies. Research the agencies that buy what you sell. Research your competitors' sales and customers.</p> <p>Pre-requisites: Orientation Class and a current client of PTAC. Online pre-registration is required.</p>	Kalamazoo (Register)	March 15
	Kalamazoo (Register)	April 26
	Kalamazoo (Register)	June 12
	Benton Harbor (Register)	June 28
	Kalamazoo (Register)	August 14
	Kalamazoo (Register)	October 3
	Kalamazoo (Register)	December 6

Class Locations

Kalamazoo: W.E. Upjohn Institute, 300 S. Westnedge Ave., Kalamazoo, MI 49007
*(Classes are **not** held at the PTAC office at 222 S. Westnedge Ave.)*

Benton Harbor: Cornerstone Alliance, 80 West Main Street, Benton Harbor, MI 49022

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