



# **FREE** Government Contracting Courses and Seminars

February - March 2012  
*in Greater Sacramento*



To register, or for a complete list of our classes, go to [www.TheFTC.org](http://www.TheFTC.org)

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations. For questions, call The Federal Technology Center (The FTC) at **866.382.7822 toll-free**.

## **Getting Started with Government Contracting**

*Learn federal, state and local government requirements, certifications, and qualifications*

**February 7 - 9:00 am to 12:00 pm**

The Federal Technology Center Wireless Computer Lab  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

**February 14 - 9:00 am to 12:00 pm**

El Dorado County  
330 Fair Lane, Building A, OES Conference Room  
Placerville, CA 95667

**February 28 - 9:00 am to 12:00 pm**

The Federal Technology Center Wireless Computer Lab  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

## **Introduction to Federal Contracting**

*Learn how to sell your products or services to the Federal Government*

**February 2 - 9:00 am to 12:00 pm**

Stockton Boulevard Business Information Center  
4990 Stockton Boulevard  
Sacramento, CA 95820

## **Marketing to Government**

*Learn how to sell your products or services to the Government*

**February 9 - 9:00 am to 12:00 pm**

Greater Sacramento Small Business Development Center (SBDC)  
1410 Ethan Way  
Sacramento, CA 95825

**March 15 - 9:00 am to 12:00 pm**

City of Lincoln  
600 Sixth Street, Community Room, 3rd Floor  
Lincoln, CA 95648

## **Price & Cost Analysis**

*Learn how to build your proposal*

**February 15 - 9:00 am to 12:00 pm**

The Federal Technology Center  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

**March 20 - 9:00 am to 12:00 pm**

The Federal Technology Center  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

## **Introduction to Government Contracting**

*Learn federal, state and local government requirements, certifications, and qualifications*

**March 1 - 9:00 am to 12:00 pm**

Del Paso Business Information Center  
925 Del Paso Boulevard  
Sacramento, CA 95815

**March 6 - 9:00 am to 12:00 pm**

The Federal Technology Center  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

## **Government Subcontracting**

*Get the most out of the prime contractor/subcontractor relationship*

**February 15 - 9:00 am to 12:00 pm**

Hillsdale Business Information Center  
5655 Hillsdale Boulevard, Suite 8  
Sacramento, CA 95842

**March 20 - 9:00 am to 12:00 pm**

Rocklin Chamber of Commerce  
3700 Rocklin Road  
Rocklin, CA 95677

## **Responding to an Invitation for Bid (IFB)**

*Learn the techniques of putting together responsive bids*

**February 23 - 9:00 am to 12:00 pm**

Sierra College, Roseville Gateway Campus  
333 Sunrise Boulevard, RG221  
Roseville, CA 95661

## **Federal Registrations & Certifications**

*Certifications that can make a difference in federal government contracting*

**February 16 - 9:00 am to 12:00 pm**

West Sacramento Chamber of Commerce  
1414 Merkley Avenue  
West Sacramento, CA 95691

## **Project Management**

*Learn principles and components of Project Management*

**February 21 - 9:30 am to 12:30 pm**

Auburn Chamber of Commerce  
601 Lincoln Way  
Auburn, CA 95603

## **General Services Administration (GSA) Schedules**

*Clear up the myths and confusion about contracting with GSA*

**March 13 - 9:00 am to 12:00 pm**

Citrus Heights Career Center  
7011 Sylvan Road  
Citrus Heights, CA 95610