



LEARN EVERYTHING YOU NEED TO KNOW IN ORDER TO BEGIN SELLING GOODS AND SERVICES TO LOCAL, STATE AND FEDERAL GOVERNMENT.

Lunch and Learn Series is organized by the Entrepreneurship Development Group (EDG) of Athens County, Ohio



Sharon Hopkins, Director of Ohio University's Procurement Technical Assistance Center (PTAC), will provide information on how to sell your products and services to local, state and federal government. Topics covered include:

- The Process
- Identifying your Customer
- Buying Thresholds and Methods
- Socio-economic Small Business Categories
- Registrations vs Certifications
- Finding opportunities
- Prime vs Sub-Contractor
- Marketing Tools and Strategies

Thursday, May 16, 2019

11:30 a.m. - 1:00 p.m.*

Ohio University Innovation Center,
340 West State Street, Room 103, Athens, OH 45701

*Lunch provided by:



Register Today: Free

Contact Trena Twyman to register by noon on Tuesday, May 14th

email: twyman@ohio.edu

call: (740) 597-1460

*Add next month's
Lunch and Learn
to your calendars now:*

Thursday, June 20th

*Opportunity to learn more
on a variety of business
related topics in addition
to networking and building
relationships with business
owners and professionals.*

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Ohio

Small Business
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Building Businesses. Changing Lives.



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