

TEAMING FOR GROWTH

Attendee

REGISTRATION

DIVERSITY PROCUREMENT FAIR AT THE ENGINEERS CLUB • JUNE 24, 2008

The **Teaming for Growth** Diversity Procurement Fair provides you the opportunity to:

- Meet one-on-one with reps from 25-30 Large Companies, Prime Contractors, and Government Agencies intent on building strategic alliances with SBA-small, minority owned, women owned, veteran owned, 8(a), HUBZone-certified, SDB-certified businesses.
- Network with Executives and Business Owners from a broad base of local businesses.
- Attend Strategic Workshops covering:
 - How to Get the Most Out of Today's Diversity Procurement Fair
 - New Strategies and Tactics to Win Government Contracts
 - Veterans Federal Procurement Program
 - The Benefits of a Mentor/Protégée Program
 - Tips for Successful Procurement Fair Follow-up

Teaming For Growth... Diversity Procurement Fair

June 24, 2008

7:00am - 12:30pm

Registration Fee: \$40.00

- Enjoy free, convenient VALET PARKING onsite by pre-registering.
- Register via the Sales and Marketing Executives International, Baltimore/Washington Chapter website at www.smeibaltimore.org.

Schedule of Events:

7:00 - Check-In: Networking Room/Breakfast Buffet Opens

7:30 - Workshops Begin

8:00 - Matching Sessions Begin

12:30 - Optional post-event cash lunch provided by the Engineers Club

Reserve your spot at Teaming for Growth Today:

Name: _____ Day Time Phone: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Please Charge my MC Visa Disc Amex in the amount of \$ _____

Card Number: _____ Exp Date: _____

Signature: _____

Please make checks payable to On3 Strategies. Credit card transactions may also be processed over the phone.

For general information, registration or sponsorship opportunities please call Kelsey Patterson at On3 Strategies.



STRATEGIES

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Register NOW to get in line to schedule your One-on-One 15 minute Matching Sessions with representations from organizations such as:

Confirmed	Invited
SAKNSAK, USA.	
Anne Arundel County of Central Services (www.aacounty.org)	AAI Corporation
Department of Veterans Affairs (www.va.gov/osdbu)	Baltimore County Office of Purchasing
Imerys (www.imerys.com)	The Centech Group
Kane Office Movers (www.kanecompany.com)	Center for Veterans Enterprise
M&T Bank – Corporate Purchasing (www.mtb.com)	Clark Construction
Maryland Procurement Technical Assistance Program (www.mdptap.umd.edu)	Banks Construction
Social Security Administration (www.ssa.gov/oag/osdbu)	Forest City Science & Technology Group
Tompkins Builders, Inc. (http://www.tbuis.com/)	Hensel-Phelps
Towson University (www.towson.edu)	IWCF, Insured Workers' Compensation Fund
U.S. Small Business Administration – Baltimore District (www.sba.gov)	KCI Technologies
Wells Fargo Business Credit (www.wellsfargo.com/wfbcfactoring)	Maryland Department of Labor Licensing and Regulation
BGE	Computer Sciences Corporation
Department of Homeland Security Small Business Office (DHS)	Maryland Department of Housing and Community Development
MD DBED, Maryland Department of Business and Economic Development	NSA
MTA, Maryland Transportation Authority	DOD

(NOTE: go to www.smeibaltimore.org to learn more about these organizations' needs and to see the new ones being added.)

Attend as many of the Educational Workshops as you like:

- To start the day (7:30am): "How to Get the Most Out of Today" led by Joel Leifer, Action Coach
- "New Strategies and Tactics to Win Government Contracts " presented by Gloria Berthold of TargetGOV
- "The Benefits of a Mentor / Protégé Program" given by Oreta Stinson, Department of Navy's Mentor Protégé Program Manager and previous OSBDU rep. Ms. Stinson manages 10 Navy Mentor/Protégé programs.
- "How to Maximize the Veterans Federal Procurement Program to Grow Your Business" presented by Joseph Wynn, II - President and CEO, the VETS Group; Sr. Advisor, Vietnam Veterans of America; National Legislative Liaison, National Association of Black Veterans; Executive Committee, VET-Force and by Gail Wegner, Deputy Director and co-founder of the CVE and by Dawn Tucker, Lord and Tucker Management Consultants, LLC and Program Director for the VETS Group
- To conclude the fair (12:00N): "Successful Procurement Fair Follow-up" presented by Marcia Hall of Reputation Counts

Registration also includes a continental breakfast at the historic Engineers Club at the beautiful Garrett Jacobs Mansion in the Mt. Vernon art district of Baltimore City and light refreshments throughout the day. The Engineer's Club will offer a cash lunch to all attendees (usually only open to the private club members).