



Opportunities2012

Making Dollars and Sense Selling to the Government

March 19, 2012

Gove Park Inn, Asheville, NC

AGENDA

TIME		LOCATION
8:00 AM	Registration & Networking	Pre-Function Lobby
8:45 AM	Welcome and Opening Remarks	Grand Ballroom A
9:15 AM	Exhibit Area opens	Grand Ballroom B
10:00 AM	Concurrent Seminars I <ul style="list-style-type: none">❖ Federal Contracting Basics❖ SC State & Local Contracting Opportunities❖ Contract Accounting and Legal Issues	Coolidge Eisenhower Hoover
11:45	Luncheon with Keynote Speaker <i>[Exhibit Area closed]</i>	Grand Ballroom A
1:15 PM	Trade Show re-opens	Grand Ballroom B
1:15 PM	Concurrent Seminars II <ul style="list-style-type: none">❖ Federal Contracting Basics (<i>repeat</i>)❖ Tri-State Contracting Opportunities❖ Strategies for Winning Proposals	Coolidge Eisenhower Hoover
2:30 PM	Break	Pre-Function Lobby
2:45 PM	Concurrent Seminars III <ul style="list-style-type: none">❖ SBA Federal & State Business Development Programs❖ NC State & Local Contracting Opportunities❖ Turning Registrations into Contracts	Coolidge Eisenhower Hoover
4:00 PM	Reception Door prize drawing	Grand Ballroom A
5:00 PM	Opportunities 2012 closes	