



## Government Contracting: Orientation Class

This is the first step in learning how to sell to the federal, state, and local government. If your company is considering government contracting, this **free** seminar will give you the direction you need. **Online pre-registration is required.**

Location	Date	Orientation Class
Kalamazoo ( <a href="#">Register</a> )	April 16, 2015	2:00 – 4:00 p.m.
Benton Harbor ( <a href="#">Register</a> )	May 12, 2015	2:00 – 4:00 p.m.
Kalamazoo ( <a href="#">Register</a> )	June 11, 2015	2:00 – 4:00 p.m.
Kalamazoo ( <a href="#">Register</a> )	July 16, 2015	2:00 – 4:00 p.m.
Kalamazoo ( <a href="#">Register</a> )	August 4, 2014	2:00 – 4:00 p.m.

## Government Contracting: Marketing and Research Class

Once you have completed the Orientation class and are an active client, you are welcome to attend. This class teaches you how to market your business to government agencies as well as researching which agencies are appropriate for your business. **Online pre-registration is required.**

Location	Date	Marketing & Research
Kalamazoo ( <a href="#">Register</a> )	March 18, 2015	1:00 – 4:00 p.m.
Kalamazoo ( <a href="#">Register</a> )	May 28, 2015	1:00 – 4:00 p.m.
Kalamazoo ( <a href="#">Register</a> )	August 20, 2015	1:00 – 4:00 p.m.

## Schedule a Meeting with a PTAC Counselor

For more information or to schedule a meeting, please contact a PTAC Counselor.

Counselor	E-mail	Phone
Jill Gernaat	<a href="mailto:germaat@upjohn.org">germaat@upjohn.org</a>	(269) 385-0452
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