



Hampton Roads Grow Sales Small Business Conference: *Opportunities to Connect and Collaborate!*

No matter how experienced you are at your business, this conference will provide education opportunities and resources to help you grow your business in areas such as government and corporate contracting, marketing, leadership and mentoring... all the resources to help your business grow to success!

You will also have an opportunity to network and collaborate with other business owners, learn from talented and experienced speakers, visit a host of exhibitors providing valuable information to use or share with your peers and make connections!

May 17, 2018

ODU Webb Center – Norfolk, Virginia

7:30am Check-In/Networking/Continental Breakfast

8:00am Welcome and Opening Message

9:00am – 12:30pm Workshops

WORKSHOP SESSIONS

Certification and Government Contracting – Is it Right for Your Business (Moderated Panel)

Developing High Performance People – David Arrington, Arrington Coaching

CVMSDC – MBE Program - Corporate Certification

Selling to the Commonwealth - Kim Madison, eVA Bureau, Department of General Services

Bonding and Pre-Qualification – Charlene Reynolds, Creative Insurance Concepts

5 Secrets to Using Social Media to Grow Your Business – Ed Sykes, Sykes Group

Meet the Primes – Learn How Being a Subcontractor Can Help Your Performance History (Panel Discussion)

Winning the Training Game (Interactive Board Games focused on Diversity & Inclusion/Project Management) -

Kay Taylor, Winning the Training Game, LLC

[TO REGISTER FOR CONFERENCE CLICK HERE](#)



SWaM CERTIFICATION APPLICATION SESSION

During the conference, SBSD will offer small businesses (For-Profit) an opportunity to apply (or re-certify) for SWaM Certification. *This session will be from 11:30am - 1:30pm.* Space is limited and you are welcome to bring your laptop (wifi will be provided). For a list of the required documents [CLICK HERE](#)

IMPORTANT!!! For questions regarding the certification process/documents required and/or to **REGISTER** for the SWaM Certification Session... you **MUST** email angela.barber@sbsd.virginia.gov for details

There is no cost to attend, but RSVP is REQUIRED!!!!