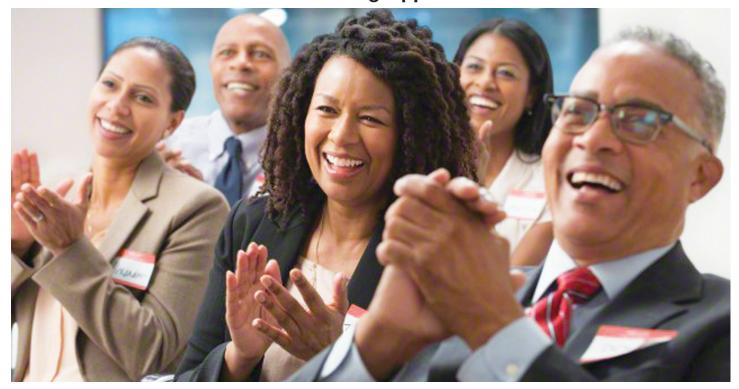
Hudson County Office of Minority and Women Business Enterprise in Partnership with Hudson County Community College Center for Business & Industry present

Ready, Set, Grow!

How to Get Your Business in Shape for Procurement and Contracting Opportunities



The **FREE** 39-hour course will be held Saturday mornings, September 19th through December 12th at Hudson County Community College Culinary Conference Center in Jersey City, NJ

Make sure your business has the technology, credentialing and financing know-how needed for state and local government and public procurement opportunities and contracts. Attend this special course for businesses in operation for 2-3 years with annual revenues of \$250,000 or more.

The course includes three modules ...

- **Technology** develop an understanding of the importance of technology in your business, the resources available, and how to utilize technology more effectively; learn about "tech talk," and assessing and utilizing technology in one's business and as a part of one's own skill set.
- **Procurement** learn how to use certifications as a marketing tool in selling to government and public organizations, learn about the different types of certifications, complete the online SBE registration and the M/WBE certification application, and learn to use the Web to identify and compete for procurement opportunities.
- Access to Capital find out how to generate the financial "fuel" to run a successful business; learn the basics of qualifying for and accessing capital, managing one's finances and operations, and understanding financial assumptions to build cash flow and support a growth plan.

Only 25 slots are available for the course. Registration and completing a pre-course survey is a must, so log onto www.hudsoncountynj.org/about-omwbe, or phone 201-369-4300 today for complete information.



