



Hampton Roads Grow Sales Small Business Conference: *Opportunities to Connect, Communicate 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

Certification and Government Contracting – Is it Right for Your Business (Panel Discussion with ODU PTAC and SBSD)

The Power of Focus: Getting in and Staying in the Zone!– Dr. David Arrington, Arrington Coaching

CVMSDC – MBE Program - Corporate Certification

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

Funding Trends: Loans, Grants, Microloans and Crowdfunding (Panel Discussion with SBA, VSBFA, TowneBank, Virginia Community Capital)

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 with WM Jordan, Skanska, SB Ballard)

7 Ways to Be a Better Leader to Your Community - Latrece Williams-McKnight, McKnight Williams & Associates

Winning the Training Game (Interactive Board Game on Diversity & Inclusion) - Kay Taylor, Winning the Training Game

Proposals That Win Big in Both the Corporate and Government Marketplace

Quick Capture ® Must Haves ®: What You Need to Beat Your Competition

Both presented by Doña Storey, Award-Winning Entrepreneur, Author, and National Speaker

Dona will also offer free consultations during the conference!

NO COST TO ATTEND BUT YOU MUST RSVP!!

REGISTER AT: <https://www.sbsd.virginia.gov/events>

Hampton Roads/Eastern Shore Region

**Parking at the 49th Street Stadium Parking Garage – corner of 49th & Bluestone Ave.
(Floors 3, 4 & 5 ONLY)**