



U.S. Small Business Administration

# “Making the Most Of Your Woman-Owned Business Ownership in the Federal Government Marketplace”

**Thursday, May 2, 2013  
10:00 A.M. – 12:00 Noon**

**\*\*\*\*FREE AND OPEN TO THE PUBLIC\*\*\*\***

**Presented by:  
U.S. Small Business Administration**

**Location: Lafayette Economic Development Authority (LEDA)  
511 East Devalcourt Street  
Lafayette, LA 70506**

**Speaker: Jo Ann Lawrence, Lead Business Opportunity Specialist, SBA**

### **Session Overview:**

Small business certifications are like professional certifications. They document a special capability or status that will help you compete in the marketplace. Unlike permits and licenses, you do not need to obtain certifications to legally operate. However, in order to take advantage of business opportunities such as government contracts, you may need to obtain certain certifications. Women business owners should seek to leverage the opportunities available through the federal government to drive revenue growth. This workshop will guide you in doing just that.

### **Topics to be Covered:**

- Woman Owned Small Business Federal Government Contract Set-asides
- Final WOSB Ruling and Impact and Advantage
- Eligible NAICS Codes
- WOSB Certification Process
- Identifying Contract Opportunities
- Effectively Responding to Requests for Government Proposal
- Completing Required Registrations
- Computer lab will be available to begin the WOSB certification process or CCR Registration Process

### **Hosted By:**

**Louisiana Small Business Development Center at UL Lafayette  
LITE, Suite 115, 537 Cajundome Blvd., Lafayette, LA 70506  
Phone: 337-456-1837**

For more information: Call 504-589-2744, 504-589-6688. Fax or email your registration form to: 504-589-2339 or [melissa.daignepond@sba.gov](mailto:melissa.daignepond@sba.gov).

Name: \_\_\_\_\_

Agency/Company: \_\_\_\_\_

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E-mail: \_\_\_\_\_

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