

# Cheweb On Thiseminar

## A Lunchtime Webinar Series on Selling to the Government

### ***Understanding University of Michigan, Economic Growth Institute, Business Assistance Programs***

**Time: 11:00-noon**

**Date: 6/14/2017**

This 1 hr webinar will provide an overview of the UMich's business assistance programs at the Economic Growth Institute —Defense Manufacturing Assistance Program, Great Lakes Trade Adjustment Assistance Center, Small Company Innovation Program, and First Customer Program. It will describe the services provided by the Economic Growth Institute and why you may want to participate in one or more of the programs, how to participate, and how to take advantage of co-funded core strengthening or diversification projects of up to \$100,000 to assist your firm remain competitive. Co-funded projects to increase your government sales and strengthen your core business while preparing to diversify into the commercial sector can include but are not limited to website redesign for GSA sales, work with a government business development consultant, attaining new certifications to qualify for defense aerospace work, and technology transfer projects to develop products that solve DoD equipment and vehicle problems.

Have lunch with your PTAC from the comfort of your own office and take advantage of this valuable no cost training opportunity!



The NW Michigan PTAC is hosting a series of no cost webinars on Selling to the Government. Each webinar will take place from 11am-noon EST.

**[Sign up Here](#)**

Once you are registered, you will receive a confirmation email 24 hrs before the webinar with instructions for how to join the webinar. If you do not receive an email by June 13, please contact Cathy Fairbanks at [cathy.fairbanks@networksnorthwest.org](mailto:cathy.fairbanks@networksnorthwest.org) or call 231.929-5036

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