

<b>Track 1: New Business (Training)</b>	
<b>Session Title</b>	
TR1:	Mentor-Protégé for the New Business: Making the Program Work
TR1:	Department of Veterans Affairs Mentor Protégé Program
TR1:	Legal Lessons You Need to Know and Learn
TR1:	Competitive Strategies For Winning Federal Business
TR1:	How to Create a Winning Proposal from Start to Finish
TR1:	Federal Contracting 101
TR1:	Federal Acquisition Regulation (FAR) Overview
TR1:	Federal Contracting 201
TR1:	How to Get on the GSA Schedule
TR1:	Veterans Small Business Support Organizations: How They Can Help
TR1:	Growing Your Business in The Federal Space: Challenges, Opportunities, and Success
TR1:	Small Business Administration Office of Veterans Business Development
TR1:	What You Need to Know About Starting a Business in the New Economic Climate
TR1:	How to Capture the Win
TR1:	Small Business Administration Office of the Inspector General: Frauds, Protests, and Appeals
TR1:	Increase Your Opportunity to Obtain Government Contracts by Managing Your Risk through Insurance and Bonding
TR1:	Understanding Legislations
TR1:	The Three C's: Capital, Contracting and Counseling for Your Small Business
TR1:	Benefits/Incentives for Employers Who Hire Veterans with Disabilities
TR1:	Debriefing Best Practices
TR1:	Smart Technology Tools for Cash-strapped Startups
TR1:	Seizing Green Gov-Capturing Sustainable Opportunities for Veteran-Owned Small Business and Service Disabled Veteran-Owned Small Business
TR1:	Demystifying Traumatic Brain Injury (TBI) and Post-Traumatic Stress Disorder (PTSD) in the Workplace
TR1:	Building Strong Corporate Relationships
TR1:	Hiring Veterans: A Step-by-Step Toolkit for Employers
TR1:	Using Micro-Finance to Start, Sustain and Grow Business: Winning Solutions for Disabled Veteran Entrepreneurs and Prime Contractors
TR1:	Veterans Getting in Front of Big Pharma: Secrets to a Winning First Impression
TR1:	Badging and Security Devices
TR1:	How to Help Small Business's Hire Veterans (Vet Hiring Credit)

**Send comments, feedback, or other recommendations for the 2012 Draft Training Plan to [info@nationalveteransconference.com](mailto:info@nationalveteransconference.com)**

<b>Track 2: Established Businesses (Training)</b>
<b>Session Title</b>
TR2: Understanding Request for Proposals Part 1
TR2: Understanding Request for Proposals Part 2
TR2: Stalking the Win: Top Market Research Tools, Tips, and Techniques
TR2: Joint Venturing 101
TR2: Steps to Communicating with Program Officials and Contracting Staff.
TR2: Business Development in the Federal Marketplace
TR2: Compliance, Cost, and Pricing
TR2: Judges Panel: How to Handle Challenges, Protests, Appeals, Claims, and Dispute Resolution
TR2: VHA Contract Awards - Present and Future
TR2: Legal Landmines for Small Contractors
TR2: F* WORDS: Overcoming the Obstacles Between Dreaming and Doing
TR2: How to Do Business with Prime Contractors
TR2: Delivering a Winning Oral Presentation
TR2: Get the Most Out of Your Mentor Protégé Relationship
TR2: Marketing to Federal Agencies
TR2: Marketing Your GSA Schedule
TR2: Price to Win Strategies Every Business Should Know
TR2: Growing Your Company: What No One May Have Told You
TR2: Business System Compliance - Do or Die
TR2: VA's New Subcontracting Compliance Review Program
TR2: Classified Contracting and Clearances (DIA/NGA/NSA)
TR2: Hiring Veterans: Resources and Lessons Learned for Employers
TR2: Dealing with Service Disabled Veteran-Owned Small Business Size Protests
TR2: Keys to Successful Contracting for Construction Companies
TR2: Creating and Growing Your "Brand"
TR2: Creating Franchise Opportunities for Veterans
TR2: Collaboration: An Alternative to Mergers and Acquisitions
TR2: Lower Overhead, Improve Marketing, and Increase Productivity with Smart Technology
TR2: Using Mergers and Acquisition to Drive Growth
TR2: GSA's Multiple Awards Schedule Program - Is it Worth the Cost
TR2: Federal Contractor Performance Information Systems
TR2: Being Competitive in a Sustainable Market: Green Initiatives
TR2: How to Get Your Company and Facility Security Clearance
TR2: VETS GWAC: Your Information Technology Solutions Advantage
TR2: Your Path to Professional Services - HR/EEO, Training, Professional Engineering Services, MOBIS, and LOGWORLD
TR2: New Census Bureau Data on Veteran-Owned Businesses

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