

Tools, Tips and Resources In Navigating the 2017 NYS MWBE Forum



Wednesday, September 20th, 2017 | 4 PM to 6 PM
SUNY Buffalo State | Cleveland Hall, Room 418

The NYS MWBE Forum held in Albany New York, is one of New York State's largest forum. It is a once-a-year opportunity for MWBEs seeking public sector contracting. Learn more about the contract areas you know while also exploring new markets. The NYS MWBE Forum and EXPO will host over 100 Government Agencies and Prime Contractors. Knowing the right questions to ask and the best ways to navigate the floor will place your firm closer to securing a government contract. This workshop presented by the SUNY Buffalo State SBDC, will explore all of the best tools, tips and resources necessary in navigating the MWBE Forum.

- Networking Tips and Tools
- Creating a Capability Statement
- Perfecting your "Elevator Pitch"
- Information from Past NYS MWBE Forum
- Best Practices for Navigating the Expo Floor
- Talking Points when Meeting with the Government

To Register Call - (716) 878-4030

This workshop is **FREE** but **Registration is required!** The SUNY Buffalo State Campus requires a parking permit for access to parking lots, please request a permit during registration. *All Certified and Non-Certified Small, MWBE and Veteran firms are invited to join this discussion!*



Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, Conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Dhannayia Johnson - (716) 878-4030.