

CURRENTLY OFFERED COURSES

SSBCI SPECIFICATION: (L) LEGAL, (A) ACCOUNTING, (F) FINANCIAL

(P) = Presentation (W) = Workshop (O) = One-on-One Advising (M) = Multi Course Structure

- 0001 CSL Contracting as a Second Language (Introduction to Gov and Corp Procurement) (1h P) (L)
 - 0002 Marketing to Government and Corporate Clients (1h P)
 - 0003 Government and Corporate Procurement for Small Businesses (1h P) (L)
 - 0004 Finding Opportunities in Government and Corporate Space (California State, Counties and Cities) (1.5h P)
 - 0005 Finding Opportunities in Federal and Corporate Space (2h W)
 - 0006 Small Business Certifications (1h P) (L)
 - 0007 Certification for Small Businesses (Specific organization certification) (1h W) (L)
 - 0008 Leveraging Certifications (When and where you should certify) (2h P) (L)
 - 0009 CPUC- Certified Public Utilities Certification Process (1h W) (L)
 - 0010 Sam.gov (Federal) Registration (3h O) (L)
 - 0011 Caleprocure.ca.gov Certification (CA State) (1h W) (L)
 - 0012 CUCP- California Unified Certification Program
DOT Caltrans DBE process (1h W) (L)
 - 0013 CA DVBE Certification (Service-Disabled Veterans) (1h W) (L)
 - 0014 Creating a Proposal Template for Solicitations (1hW) (L)
 - 0015 Finding Subcontracting Opportunities (2h W)
 - 0016 Pricing Strategies (2.5h P&W) (F)
 - 0017 Capabilities Statement (Crafting the perfect business resume) (2h P&W)
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- 0018 Capabilities Statement (1h P)
 - 0019 Anatomy of a Solicitation (2.5 W) (L)
 - 0020 Doing Business with Caltrans (1h P) (L)
 - 0021 Proposal Writing Mastery: Crafting Winning Bids for Government and Corporate Clients (2.5h W) (L)
 - 0022 How to Prepare for Transit and Government Contracts (2.5h P) (L)
 - 0023 How to Prepare for Utilities and Government Contracts (2.5h P) (L)
 - 0024 Working with Primes (2.5h P) (L)
 - 0025 Subcontracting Strategies and Opportunities (2.5h P) (L)
 - 0026 Building Teaming Agreements (2.5h P) (L)
 - 0027 Subcontracting (1h P) (L)
 - 0028 Introduction to Corporate and Government Procurement (2.5h CSL1) (L)
 - 0029 Maximizing Procurement Opportunities with Strategic Marketing Materials (2.5h CSL2)
 - 0030 Finding Opportunities (2.5h CSL3)
 - 0031 Leveraging Certifications for Procurement (2.5h CSL4) (L)
 - 0032 Identifying Opportunities that fit (2.5h CSL5)
 - 0033 Responding to Solicitations (2.5h CSL6) (L)
 - 0034 8A Program (application rules) (1.5h P) (L)
 - 0035 SDVOB Certification Workshop (1.5h W) (L)
 - 0036 Building Your Proposal Template in MS Word (2h W) (A)
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STARTUP/SB's IN GROWTH STAGE

- 7001 Limited Liability Company Step by Step Guide to Setting up an LLC in CA (1.5h P/W) (L)
 - 7002 Setting up a DBA in California (1h W) (L)
 - 7003 Smart Marketing for Enterprenours (1.5h P)
 - 7004 Brainstorming Session: Leveraging Military Skills to Launch Your Business (2.5h W) (F)
 - 7005 Protecting Your Business (Introduction to Small Business Insurance) (1.5h P) (L)
 - 7006 Financial Statements Primer (1.5h P) (A)
 - 7007 Bookkeeping Basics (2h P) (A)
 - 7008 Business Growth Planning (1.5h P) (F)
 - 7009 Cashflow Management (1.5h P) (A)
 - 7010 Corporation Formation - (Step by step guide to setting up a Corp in CA) (1.5h) (L)
 - 7011 SPANISH Business Structures (Beginners guide to understanding business set up) (1h P) (L)
 - 7012 SPANISH Business Plan Development (2h P) (F)
 - 7013 Business Structures (Beginners guide to understanding business set up) (1h P) (L)
 - 7014 Business Plan Development (2h P) (F)
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