

Business Sales Growth Seminars



Attention Business Owners....

- Need help identifying new customer markets?
- Are you taking advantage of local, state and federal programs to expand your business?
- Do you need help managing a small business during the economic downturn?
- Do you need to re-evaluate your business to keep ahead of the change in spending habits of your customers?

To register for FREE event, go to www.vastartup.org or contact VBIC at 866-248-8814.

The Virginia Department of Business Assistance is offering workshops focused on helping businesses increase sales through state, federal and private sector markets. The seminars will help in understanding how to **turn leads into sales within private markets, explore other methods of business growth** and **credit issues impacting your ability to grow your business.**

LEARN ABOUT DYNAMIC SALES GROWTH OPPORTUNITIES FOR YOUR BUSINESS:

\$300 BILLION Federal Government market annually

\$5 BILLION in **GOODS, SERVICES** and **CONSTRUCTION** spent by Virginia Government

Advanced registration required at www.vastartup.org

This is your opportunity to:

- ⇒ Explore the potential to selling to state, federal and local government markets
- ⇒ Selling to the private sector
- ⇒ Marketing 101 and Credit Issues
- ⇒ Explore other methods of business growth

Network with Federal, State and Local Government Buyers.

Explore the potential for your business in these markets.

Bonus session on selling to private sector markets.



VIRGINIA DEPARTMENT OF BUSINESS ASSISTANCE
Connecting Businesses with Resources

To find an event and location near you, go to www.vastartup.org.

Contact us at 866-248-8814 or vbic@vdba.virginia.gov