UF Business Development Workshops is a comprehensive monthly program designed to give small business owners the tools needed to become a successful vendor for UF. Conducted by UF departments, project managers and industry professionals, these workshops help businesses learn how to:

- **CONNECT** - to the various area resources that can help your business.
- **ENGAGE** - with our programs and event.
- **BUY** - learn what items we buy and how we buy them.

These workshops are free to participants. To register, go to sbvdr.admin.ufl.edu

**2019 WORKSHOPS**

- **Thursday | JANUARY 17**
- **Thursday | FEBRUARY 21**
- **Thursday | APRIL 18**
- **Thursday | JUNE 20**
- **Thursday | JULY 18**
- **Thursday | AUGUST 15**
- **Thursday | SEPTEMBER 19**
- **Thursday | OCTOBER 17**
- **Thursday | NOVEMBER 14**

Small Businesses: Get **Connected**... Learn How To **Engage**...So that UF **Buys** from YOU!

- How to Successfully Contract with UF
- Getting Paid by UF!
- Effective Communication for Small Businesses
- Cooking with UF: Connecting with UF’s Growing Catering Program
- Mastering the Bid Proposal Process
- Making the UF Bookstore Your Customer!
- Identifying Your Target Market
- Quick Books for Small Businesses

*Dates and topics may change at the discretion of SBVDR*