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# BUSINESS DEVELOPMENT WORKSHOPS

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**TIME: 9-11 a.m.**

**LOCATION:**

UF East Campus Complex,  
ESSIE Building 1604 - Rm 105  
2140 NE Waldo, Road, Building 1603

## 2019 WORKSHOPS

Thursday | **JANUARY 17**

Thursday | **FEBRUARY 21**

Thursday | **MAY 23**

Thursday | **JUNE 20**

Thursday | **JULY 18**

Thursday | **AUGUST 15**

Thursday | **SEPTEMBER 19**

Thursday | **OCTOBER 17**

Thursday | **NOVEMBER 14**

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](http://sbvdr.admin.ufl.edu)

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

How to Successfully Contract with UF

Cooking with UF: Connecting with UF'S  
Growing Catering Program

Effective Communication  
for Small Businesses

Getting Paid by UF!

Mastering the Bid Proposal Process

Making the UF Bookstore Your  
Customer!

Identifying Your Target Market

Quick Books for Small Businesses