

# ALEXANDRIA SMALL BUSINESS DEVELOPMENT CENTER

## Regional Workshop Schedule July - September, 2010

*The workshop schedule is a compilation of seminars offered throughout our region pertaining to small business issues. The topics include general and specific issues including start-up, government contracting, business plans, accounting practices, import/export, financing, marketing, etc. By attending the workshops you will learn not only from the presenters, but also from the other attendees who are going through the same process. Please note that most classes require pre-registration.*

*The SBDC is partially funded by the U.S. Small Business Administration, the Alexandria Chamber of Commerce, the City of Alexandria, and Virginia Commerce Bank. Their funding is not an endorsement of any products, opinions, or services. All SBA-funded programs are extended to the public on a nondiscriminatory basis.*



Date	Time	Course	Sponsor	Location	Fee	Information
7/6/10	7 - 10 pm	<b>How to Start a Small Business</b> 4 Sessions	No VA Community College Workforce Development Annandale Campus	NVCC-CN 204 8333 Little River Turnpike Annandale, VA 22003	\$199	703-323-3168 <a href="http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp">http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp</a>
7/7/10	8 am - 5:30 pm	<b>Food Safety Management</b>	No VA Community College Workforce Development Annandale Campus	NVCC-CE 213 8333 Little River Turnpike Annandale, VA 22003	\$149	703-323-3168 <a href="http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp">http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp</a>
7/8/10	8 - 9 am	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>
7/8/10	9 am - 4 pm	<b>How To Start a Business</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$60; \$50* Add'l. 1/2 price	202-272-0390 <a href="http://www.scoredc.org">www.scoredc.org</a> *Lower price
7/8/10	9:30 am - 12:30 pm	<b>ABC's of Starting a Business</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>
7/8/10	10 - 11:30 am	<b>Proposal Writing Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org">http://foundationcenter.org</a>
7/8/10	11:45 am - 1 pm	<b>Proposal Budgeting Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org">http://foundationcenter.org</a>
7/8/10	1 - 2 pm	<b>Helping Hands Fund Orientation</b>	Business Finance Center	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-778-9922 <a href="http://www.cbponline.org">www.cbponline.org</a>
7/8/10	2:30 - 4 pm	<b>Options for Funding</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>
7/8/10	7 - 10 pm	<b>Develop and Prepare a Successful Business and Marketing Plan</b> 2 Sessions	Arlington Adult Education Arlington Public Schools	Clarendon Educ. Center 2801 Clarendon Blvd. Arlington, VA	\$59 R \$79 NR	703-228-7200 <a href="http://www.apsva.us/15401">http://www.apsva.us/15401</a>
7/8/10	7 - 10 pm	<b>Managing Employee Performance</b> 4 Sessions	No VA Community College Workforce Development Annandale Campus	NVCC-CN 213 8333 Little River Turnpike Annandale, VA 22003	\$199	703-323-3168 <a href="http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp">http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp</a>
7/9/10	12 Noon - 1pm	<b>LUNCH N' LEARN—Legal Entities</b>	Mason Enterprise Center	Mason Enterprise Ctr. Pr. Wm. 10890 George Mason Circle Room 147—Conference Room Manassas, VA 20110	Free but register	703-993-9415 <a href="http://www.mecpw.com">www.mecpw.com</a>
7/10/10	9:30 am - 2:30 pm	<b>Effective Public Speaking</b> 2 Sessions	Fairfax County Public Schools Adult & Community Education	Plum Ctr. for Lifelong Learning 6815 Edsall Rd. Springfield, VA 22151	\$85	703-658-1200 <a href="http://www.fcps.edu/aceclasses/">http://www.fcps.edu/aceclasses/</a>
7/12/10	7 - 10 pm	<b>Record Keeping and Accounting for Small Business</b> 2 Sessions	Fairfax County Public Schools Adult & Community Education	Lake Braddock SS 9200 Burke Lake Rd. Burke, VA 22015	\$55	703-658-1200 <a href="http://www.fcps.edu/aceclasses/">http://www.fcps.edu/aceclasses/</a>

Date	Time	Course	Sponsor	Location	Fee	Information
7/13/10	6 - 8:30 pm	<b>QuickBooks® Demystified</b>	Loudoun SBDC	The George Washington University VA Campus 20101 Academic Way, #101 Ashburn, VA 20147	\$25 \$30/Door	703-430-7222 www.loudounsbdc.org
7/13/10	6 - 9 pm	<b>Business Planning for the Entrepreneur</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$50 \$65	703-778-9922 www.cbponline.org *Must pay at least 14 days prior
7/13/10	6:30 - 9:30 pm	<b>Understanding and Implementing ISO 9001: 20008</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 www.NovaPTAC.org
7/13/10	7 - 10 pm	<b>Tax Strategies for the One-Person Business and Small Corporations</b> 2 Sessions	Fairfax County Public Schools Adult & Community Education	McLean HS 1633 Davidson Rd. McLean, VA 22101	\$74	703-658-1200 http://www.fcps.edu/aceclasses/
7/13/10	7 - 10 pm	<b>Intro to Compensation</b>	No VA Community College Workforce Development Annandale Campus	NVCC-CN 213 8333 Little River Turnpike Annandale, VA 22003	\$199	703-323-3168 http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp
7/14/10	9 am - 12:30 pm	<b>Conference on Procurement and Government Contracting</b>	Virginia Senator Mark Warner	George Mason University Center for the Arts 4400 University Drive Fairfax, VA		202-224-3112 http://warner.senate.gov/ev
7/14/10	1:30 - 3:30 pm	<b>Coaching Your Staff for Success</b>	Center for Nonprofit Advancement	1666 K Street, NW, Suite 440, Washington, DC 20006	\$89	202-457-0540 http://www.nonprofitadvancement.org/
7/14/10	7 - 9 pm	<b>Grant Writing</b> 2 Sessions	Fairfax County Public Schools Adult & Community Education	Plum Ctr. for Lifelong Learning 6815 Edsall Rd. Springfield, VA 22151	\$45	703-658-1200 http://www.fcps.edu/aceclasses/
7/14/10	7 - 10 pm	<b>Showcase Your Business at Trade Shows and Events</b>	Fairfax County Public Schools Adult & Community Education	Marshall HS 7731 Leesburg Pike Falls Church 22043	\$39	703-658-1200 http://www.fcps.edu/aceclasses/
7/15/10	9:30 - 11 am	<b>Grantseeking Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 http://foundationcenter.org/events/
7/15/10	11:00 am - 1:30 pm	<b>Start Your Business</b>	Loudoun SBDC	Comfort Suites 80 Prosperity Avenue Leesburg, VA 20175	\$10 \$15/Door	703-430-7222 www.loudounsbdc.org
7/15/10	11:15 am - 12:30 pm	<b>How to Approach a Foundation: From Initial Contact to Getting Funded - What Does It Take? - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 http://foundationcenter.org/events/
7/15/10	1 - 2 pm	<b>Intro to Foundation Directory Online - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 http://foundationcenter.org/events/
7/15/10	6:30 - 7:30 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 www.cbponline.org

Date	Time	Course	Sponsor	Location	Fee	Information
7/15/10	7 - 9:30 pm	<b>Financing Your Small Business</b> 2 Sessions	Fairfax County Public Schools Adult & Community Education	Woodson HS 9525 Main St. Fairfax, VA 22031	\$49	703-658-1200 <a href="http://www.fcps.edu/aceclasses/">http://www.fcps.edu/aceclasses/</a>
7/16/10	10:30 - 11:30 am	<b>Intro to Fundraising Planning - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/16/10	11:45 am - 1:15 pm	<b>Your Board and Fundraising: An Intro Class for Small Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/16/10	2 - 3:15 pm	<b>Prospect Research Basics: Researching Individual Donors - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/17/10	9 am - 3 pm	<b>Preparing Successful Bids and Proposals</b>	Fairfax County Public Schools Adult & Community Education	Plum Ctr. for Lifelong Learning 6815 Edsall Rd. Springfield, VA 22151	\$129	703-658-1200 <a href="http://www.fcps.edu/aceclasses/">http://www.fcps.edu/aceclasses/</a>
7/19/10	6:30 - 9:30 pm	<b>Responding to RFPs</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 <a href="http://www.NovaPTAC.org">www.NovaPTAC.org</a>
7/20/10	7:30 - 9:30 am	<b>Economic Forum 2010 - Where does the economic recovery go from here?</b>	Fairfax County Chamber of Commerce	The Gannett Building 7950 Jones Branch Drive McLean, VA	\$30 Members; \$50 Non	703-752-7512 <a href="http://www.fairfaxchamber.org/index.php?cid=1616267&amp;src=events&amp;srctype=detail&amp;refno=426&amp;category=Featured&amp;curlid=">http://www.fairfaxchamber.org/index.php?cid=1616267&amp;src=events&amp;srctype=detail&amp;refno=426&amp;category=Featured&amp;curlid=</a>
7/20/10	8 am - 12 Noon	<b>Nonprofit Survival of the Fittest.....Crisis Management and the New Normal</b>	Center for Nonprofit Advancement	1666 K St., NW, Suite 440 Washington, DC 20006	\$75	202-457-0540 <a href="http://www.nonprofitadvancement.org">www.nonprofitadvancement.org</a>
7/20/10	8:30 am - 6 pm	<b>How to Win SBIR Funding, With Special Discussions About NIH</b>	Virginia's Center for Innovative Technology	TeqCorner 1616 Anderson Road, 3rd Fl. McLean, VA 22102	\$225 VA firms	703-689-3080 <a href="http://www.cit.org">www.cit.org</a>
7/20/10	10:30 am - 12 Noon	<b>Before You Seek a Grant: A Checklist for New Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/20/10	12 Noon - 1 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>
7/20/10	12 Noon - 1pm	<b>Business Development Roundtable - Building Loyalty: Customers, Vendors, Independent Contractors &amp; Employees</b>	Alexandria Small Business Development Center	Durant Center 1605 Cameron Street Alexandria, VA 22314	Free	703-778-1292 <a href="http://www.alexandriasbdc.org">www.alexandriasbdc.org</a>
7/20/10	1:30 - 3:30 pm	<b>Registering Your Business - Step by Step</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>

Date	Time	Course	Sponsor	Location	Fee	Information
7/21/10	8 - 10 am	<b>Selling to Fairfax County</b>	Fairfax County Government	Fairfax County Gov't. Center 12000 Gov't. Ctr. Parkway Fairfax, VA 22035	Free, But Register	703-324-3201 <a href="http://www.fairfaxcounty.gov/dpsm/osb">www.fairfaxcounty.gov/dpsm/osb</a>
7/21/10	9 am - 12 Noon	<b>Interpreting Financial Statements - For Nonprofits</b>	Center for Nonprofit Advancement	1666 K Street, NW, Suite 440, Washington, DC 20006	\$89	202-457-0540 <a href="http://www.nonprofitadvancement.org/">http://www.nonprofitadvancement.org/</a>
7/21/10	10 - 11:30 am	<b>Grantseeking Basics for International Organizations - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/21/10	10:30 - 11:30 am	<b>Buyer Seller Information Exchange Session</b>	Loudoun County Procurement Division	Government Center-1st Fl. 1 Harrison Street, S.E. Leesburg, VA	Free, But Register	703-777-0403 <a href="http://www.loudoun.gov/Default.aspx?tabid=491&amp;zoom_highlight=buyer+seller">http://www.loudoun.gov/Default.aspx?tabid=491&amp;zoom_highlight=buyer+seller</a>
7/21/10	1 - 3 pm	<b>1, 2, 3's of Starting a Business</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-778-9922 <a href="http://www.cbponline.org">www.cbponline.org</a>
7/21/10	11:45 am - 12:45 pm	<b>Intro to Foundation Directory Online - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/21/10	12 Noon - 1 pm	<b>Brown Bag Lunch Seminar Series - Check for Topics</b>	South Fairfax SBDC Mount Vernon-Lee Chamber of Commerce	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5 Chamber Members Free	<a href="http://703-778-9922www.cbponline.org">703-778-9922www.cbponline.org</a>
7/21/10	1:30 - 3:30 pm	<b>Asking for Major Gifts: What Do I Say and Why? - For Nonprofits</b>	Center for Nonprofit Advancement	1666 K St., NW, Suite 440 Washington, DC 20006	\$89	202-457-0540 <a href="http://www.nonprofitadvancement.org">www.nonprofitadvancement.org</a>
7/21/10	1:30 - 4 pm	<b>8(a) Certification Training</b>	General Services Administration NCR Small Business Utilization	St. Elizabeth's West Campus - Opportunity Center at Gate #2 2701 Martin Luther King, Jr., SE Washington, DC 20032	Free, But Register No Walk-ins	202-708-5804 <a href="http://www.gsa.gov/Portal/gsa/ep/eventView.do?audienceId=1168&amp;byAudienceId=y">http://www.gsa.gov/Portal/gsa/ep/eventView.do?audienceId=1168&amp;byAudienceId=y</a>
7/21/10	Online	<b>A - Z Grant Writing</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Accounting Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Accounting Fundamentals II</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Business &amp; Marketing Writing</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Business Law for the Small Business Owner</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Creating a Successful Business Plan</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Creating Your Own Nonprofit</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Effective Selling</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Employment Law Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>

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7/21/10	Online	<b>Going Green at the Workplace</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Intro to Business Analysis</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Intro to Nonprofit Management</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Intro to QuickBooks 2007</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Intro to QuickBooks 2008</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Intro to QuickBooks 2009</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Intro to QuickBooks 2010</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Marketing Your Business on the Internet</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Marketing Your Nonprofit</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Mastery of Business Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Performing Payroll in QuickBooks 2007</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Performing Payroll in QuickBooks 2009</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Professional Sales Skills</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Start and Operate Your Own Home-Based Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Start Your Own Arts and Crafts Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Start Your Own Consulting Practice</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Start Your Own Small Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Successful Construction Business Management</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Wow, What a Great Event!</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/21/10	Online	<b>Writing Effective Grant Proposals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
7/22/10	8:30 am - 4 pm	<b>Securing Corporate Partnerships - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	\$195	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/22/10	9 am - 4 pm	<b>Writing a Winning Business Plan</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$60; \$50* Add'l. 1/2 price	202-272-0390 <a href="http://www.scoredc.org">www.scoredc.org</a> *Lower price if use PayPal

Date	Time	Course	Sponsor	Location	Fee	Information
7/22/10	9:30 - 11:30 am	<b>Boosting Your Nonprofit's Image: Branding and Messaging to Accelerate Your Success</b>	Center for Nonprofit Advancement	1666 K St., NW, Suite 440 Washington, DC 20006	\$89	202-457-0540 <a href="http://www.nonprofitadvancement.org">www.nonprofitadvancement.org</a>
7/22/10	6 - 8:30 pm	<b>Basics of Intellectual Property: Small Business, Big Money</b>	Loudoun SBDC	The George Washington University VA Campus 20101 Academic Way, #101 Ashburn, VA 20147	\$25 \$30/Door	703-430-7222 <a href="http://www.loudounsbdc.org">www.loudounsbdc.org</a>
7/22/10	6:30 - 9:30 pm	<b>Applying for a GSA Mission Oriented Business Integrated Services Schedule (MOBIS Schedule 874)</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$75	703-277-7757 <a href="http://www.NovaPTAC.org">www.NovaPTAC.org</a>
7/23/10	9 am - 4:30 pm	<b>Small Business Toolkit Series: <i>Business Planning and Financing for Growth</i></b> Also See 8/6 and 9/17	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$50 \$65	703-778-9922 <a href="http://www.cbponline.org">www.cbponline.org</a> *Must pay at least 14 days prior
7/27/10	9 am - 4 pm	<b>Recordkeeping - Accounting for a Small Business</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$60; \$50* Add'l. 1/2 price	202-272-0390 <a href="http://www.scoredc.org">www.scoredc.org</a> *Lower price if use PayPal
7/27/10	10 - 11:15 am	<b>Intro to Corporate Giving - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/27/10	11:30 am - 12:45 pm	<b>Prospect Research Basics: Researching Individual Donors - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/27/10	6:30 - 9:30 pm	<b>ISO 27001 - IT Security</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 <a href="http://www.NovaPTAC.org">www.NovaPTAC.org</a>
7/28/10	8:30 am - 4 pm	<b>Foundation Fundraising: An Introductory Course - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	\$125	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/28/10	9:30 - 11:30 am	<b>Stress-free Performance Appraisals</b>	Center for Nonprofit Advancement	1666 K St., NW, Suite 440 Washington, DC 20006	\$89	202-457-0540 <a href="http://www.nonprofitadvancement.org">www.nonprofitadvancement.org</a>
7/28/10	9:30 am - 12:30 pm	<b>Government Contracts Practical Jump Start: Seven Steps To Success</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 <a href="http://www.NovaPTAC.org">www.NovaPTAC.org</a>
7/28/10	9:30 am - 12:30 pm	<b>How to Become an 8(a) Company</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$40; \$30* Add'l. 1/2 price	202-272-0390 <a href="http://www.scoredc.org">www.scoredc.org</a> *Lower price if use PayPal
7/28/10	1:30 - 3:30 pm	<b>Make Every Dollar Count: Tips for Maximizing Return on Your Technology Investments</b>	Center for Nonprofit Advancement	Eugene and Agnes E. Meyer Foundation 1250 Connecticut Ave., NW Washington, DC 20036	\$45	202-457-0540 <a href="http://www.nonprofitadvancement.org/">http://www.nonprofitadvancement.org/</a>
7/28/10	6:30 - 7:30 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>

Date	Time	Course	Sponsor	Location	Fee	Information
7/29/10	10 - 11:30 am	<b>Grantseeking Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/29/10	11:00 am - 1:30 pm	<b>Start Your Business</b>	Loudoun SBDC	The George Washington University VA Campus 20101 Academic Way, #101 Ashburn, VA 20147	\$10 \$15/Door	703-430-7222 <a href="http://www.loudounsbdc.org">www.loudounsbdc.org</a>
7/29/10	11:45 am - 12:45 pm	<b>Intro to <i>Foundation Directory Online</i> - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/29/10	12 Noon - 1pm	<b>LUNCH N' LEARN— Improve Your Cash Flow - Accounts Receivable Management</b>	Mason Enterprise Center	Mason Enterprise Ctr. Pr. Wm. 10890 George Mason Circle Room 147—Conference Room Manassas, VA 20110	Free but register	703-993-9415 <a href="http://www.mecpw.com">www.mecpw.com</a>
7/29/10	7 - 9 pm	<b>Social Networking</b> 3 Sessions	Fairfax County Public Schools Adult & Community Education	Pimmit Hills Center 7510 Lisle Avenue Falls Church, VA 22043	\$59	703-658-1200 <a href="http://www.fcps.edu/aceclasses/">http://www.fcps.edu/aceclasses/</a>
7/30/10	9:30 am - 12:30 pm	<b>Government Contract Accounting</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$40; \$30* Add'l. 1/2 price	202-272-0390 <a href="http://www.scoredc.org">www.scoredc.org</a> *Lower price if use PayPal
7/30/10	9:30 am - 2:30 pm	<b>Costing and Pricing Strategies</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$150	703-277-7757 <a href="http://www.NovaPTAC.org">www.NovaPTAC.org</a>
7/30/10	10:30 am - 12 Noon	<b>Proposal Writing Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
7/30/10	12:15 - 1:30 pm	<b>Proposal Budgeting Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/3/10	12 Noon - 1 pm	<b>Brown Bag Lunch Seminar Series: Negotiation with Vendors</b>	South Fairfax SBDC Greater Springfield Chamber of Commerce	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5 Chamber Members Free	703-778-9922 <a href="http://www.cbponline.org">www.cbponline.org</a>
8/3/10	6:30 - 9:30 pm	<b>Unraveling the Mysteries of G&amp;A, Overhead and Fringe</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 <a href="http://www.NovaPTAC.org">www.NovaPTAC.org</a>
8/4/10	8 am - 5:30 pm	<b>Food Safety Management</b>	No VA Community College Workforce Development Annandale Campus	NVCC-CE 213 8333 Little River Turnpike Annandale, VA 22003	\$149	703-323-3168 <a href="http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp">http://www.nvcc.edu/annandale/continuing/courses/summer/allcourses.asp</a>
8/4/10	9:30 - 10:30 am	<b>Small Business Loans</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	Free	202-272-0390 <a href="http://www.scoredc.org">www.scoredc.org</a>
8/4/10	9:30 - 11:30 am	<b>Financial Fundamentals - For Nonprofits</b>	Center for Nonprofit Advancement	1666 K St., NW, Suite 440 Washington, DC 20006	\$89	202-457-0540 <a href="http://www.nonprofitadvancement.org">www.nonprofitadvancement.org</a>

Date	Time	Course	Sponsor	Location	Fee	Information
8/4/10	10 am - 2 pm	<b>One-on-One Counseling Sessions from the Virginia Department of Business Assistance</b> 4 one-hour sessions; 1 per company	VA Dept. of Business Assistance and Mason Enterprise Center	Mason Enterprise Ctr Pr. Wm. 10890 George Mason Circle Room 147—Conference Room Manassas, VA 20110	Free but register	703-993-9415 <a href="http://www.novaptac.org/eventcalendar/detail.asp?eid=152&amp;sid=628">http://www.novaptac.org/eventcalendar/detail.asp?eid=152&amp;sid=628</a>
8/4/10	11:30 am - 1 pm	<b>Before You Seek a Grant: A Checklist for New Nonprofits</b>	The Foundation Center	The Eugene & Agnes E. Meyer Foundation 1250 Connecticut Ave. NW Washington, DC	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/4/10	1:15 - 2:45 pm	<b>Your Board and Fundraising: An Intro Class for Small Nonprofits</b>	The Foundation Center	The Eugene & Agnes E. Meyer Foundation 1250 Connecticut Ave. NW Washington, DC	Free Need photo ID	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/5/10	8 - 10 am	<b>Retail Seminar</b>	Alexandria Small Business Development Center Alexandria Economic Development P'ship	The Lyceum 201 S. Washington Street Alexandria, VA 22314	Free	703-778-2960 pmelton@alexandriasbdc.org
8/5/10	8 - 9 am	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 www.cbponline.org
8/5/10	9 am - 4 pm	<b>How To Start a Business</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$60; \$50* Add'l. 1/2 price	202-272-0390 www.scoredc.org *Lower price if use PayPal
8/5/10	6:30 - 9:30 pm	<b>Successful Teaming Agreements and Subcontracts</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 www.NovaPTAC.org
8/6/10	8 - 9:30 am	<b>First Friday Networking Breakfast: Strategic Bragging for Business Success</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$7/Adv. \$10/Door	703-778-9922 www.cbponline.org
8/6/10	9:30 am - 12:30 pm	<b>Business Development in the Federal Sector</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$40; \$30* Add'l. 1/2 price	202-272-0390 www.scoredc.org *Lower price if use PayPal
8/6/10	10 am - 5 pm	<b>Small Business Toolkit Series: Tax Planning and Bookkeeping</b> Also see 9/17	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$50 \$65	703-778-9922 www.cbponline.org *Must pay at least 14 days prior
8/10/10	10:30 am - 12 Noon	<b>Grantseeking Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/10/10	12:15 - 1:15 pm	<b>Intro to Foundation Directory Online - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>

Date	Time	Course	Sponsor	Location	Fee	Information
8/10/10	7 - 10 pm	<b>Secrets of Successful Consulting</b> 2 Sessions	Arlington Adult Education Arlington Public Schools	Clarendon Educ. Center 2801 Clarendon Blvd. Arlington, VA	\$59 R \$79 NR	703-228-7200 <a href="http://www.apsva.us/15401">http://www.apsva.us/15401</a>
8/11/10	11 am - 12 noon	<b>Intro to Fundraising Planning - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/11/10	12:15 - 1:30 pm	<b>How to Approach a Foundation: From Initial Contact to Getting Funded - What Does It Take? - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/11/10	6 - 9 pm	<b>ABC's of Starting a Business</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>
8/11/10	7 - 9 pm	<b>Event Planning</b>	Fairfax County Public Schools Adult & Community Education	Plum Ctr. for Lifelong Learning 6815 Edsall Rd. Springfield, VA 22151	\$39	703-658-1200 <a href="http://www.fcps.edu/aceclasses/">http://www.fcps.edu/aceclasses/</a>
8/12/10	10 - 11:30 am	<b>Proposal Writing Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/12/10	11:45 am - 1 pm	<b>Proposal Budgeting Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/12/10	6:30 - 7:30 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>
8/13/10	8:30 am - 2 pm	<b>Marketing Plans for Government Contractors</b>	South Fairfax SBDC	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$80 \$100	703-778-9922 <a href="http://www.cbponline.org">www.cbponline.org</a> *Must pay at least 7 days prior
8/13/10	8:30 am - 5 pm	<b>Selling to the Commonwealth</b>	Virginia Department of Business Assistance	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 <a href="http://www.vastartup.org/register/events/226">http://www.vastartup.org/register/events/226</a>
8/13/10	10:30 - 11:45 am	<b>Intro to Corporate Giving - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/13/10	12 Noon - 1:15 pm	<b>Prospect Research Basics: Researching Individual Donors - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
8/17/10	12 Noon - 1 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>
8/17/10	12 Noon - 1pm	<b>Business Development Roundtable - Sales to Drive Cash Flow: Selling/ Negotiating On Value Instead of Price</b>	Alexandria Small Business Development Center	Durant Center 1605 Cameron Street Alexandria, VA 22314	Free	703-778-1292 <a href="http://www.alexandriasbdc.org">www.alexandriasbdc.org</a>
8/17/10	1:30 - 3:30 pm	<b>Registering Your Business - Step by Step</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-768-1440 <a href="http://www.cbponline.org">www.cbponline.org</a>

Date	Time	Course	Sponsor	Location	Fee	Information
8/17/10	6:30 - 9:30 pm	<b>Accounting for Government Contracts</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 www.NovaPTAC.org
8/18/10	12 Noon - 1 pm	<b>Brown Bag Lunch Seminar Series</b> - Check for Topics	South Fairfax SBDC Mount Vernon-Lee Chamber of Commerce	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5 Chamber Members Free	703-778-9922 www.cbponline.org
8/18/10	1 - 3 pm	<b>1, 2, 3's of Starting a Business</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	<a href="http://703-778-9922www.cbponline.org">703-778-9922www.cbponline.org</a>
8/18/10	1:30 - 4 pm	<b>8(a) Certification Training</b>	General Services Administration NCR Small Business Utilization	St. Elizabeth's West Campus - Opportunity Center at Gate #2 2701 Martin Luther King, Jr., SE Washington, DC 20032	Free, But Register No Walk-ins	202-708-5804 <a href="http://www.gsa.gov/Portal/gsa/ep/eventView.do?audienceId=1168&amp;byAudienceId=y">http://www.gsa.gov/Portal/gsa/ep/eventView.do?audienceId=1168&amp;byAudienceId=y</a>
8/18/10	Online	<b>A - Z Grant Writing</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Accounting Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Accounting Fundamentals II</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Business &amp; Marketing Writing</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Business Law for the Small Business Owner</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Creating a Successful Business Plan</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Creating Your Own Nonprofit</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Effective Selling</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Employment Law Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Going Green at the Workplace</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Intro to Business Analysis</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Intro to Non-profit Management</b>	No VA Community College Workforce Development	Online Course	\$149	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Intro to QuickBooks 2007</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Intro to QuickBooks 2008</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Intro to QuickBooks 2009</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan

Date	Time	Course	Sponsor	Location	Fee	Information
8/18/10	Online	<b>Intro to QuickBooks 2010</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Marketing Your Business on the Internet</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Marketing Your Nonprofit</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Mastery of Business Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Performing Payroll in QuickBooks 2007</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Performing Payroll in QuickBooks 2009</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Professional Sales Skills</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Start and Operate Your Own Home-Based Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Start Your Own Arts and Crafts Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Start Your Own Consulting Practice</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Start Your Own Small Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Successful Construction Business Management</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Wow, What a Great Event!</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/18/10	Online	<b>Writing Effective Grant Proposals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
8/19/10	1:30 - 5 pm	<b>Managing in a Changing Economy - For Nonprofits</b>	Center for Nonprofit Advancement	1666 K Street, NW, Suite 440, Washington, DC 20006	\$89	202-457-0540 http://www.nonprofitadvancement.org/
8/20/10	9:30 - 11:30 am	<b>Major Giving: Building a Sustainable Fundraising Program - For Nonprofits</b>	Center for Nonprofit Advancement	1666 K St., NW, Suite 440 Washington, DC 20006	\$89	202-457-0540 www.nonprofitadvancement.org
8/23/10	5:45 - 9 pm	<b>QuickBooks II: Beyond the Basics</b> Pre-req: QuickBooks I 2 nights; <i>Personal Laptop Required (More info at website)</i>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$75 \$95	703-778-9922 www.cbponline.org *Must pay at least 14 days prior
8/24/10	10 am - 12 Noon	<b>GSA Schedules Contract Training</b>	General Svcs. Administration NCR Small Business Utilization Center	GSA Regional Ofc. Bldg. 301 7th Street, SW (Visitor Entrance D St.) Washington, DC 20407	Free, But Register Need Photo ID	202-708-5804 http://www.gsa.gov/Portal/gsa/ep/event View.do? byAudienceId=y&audienceId=1168
8/26/10	9 am - 4 pm	<b>Writing a Winning Business Plan</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$60; \$50* Add'l. 1/2 price	202-272-0390 www.scoredc.org *Lower price if use PayPal

Date	Time	Course	Sponsor	Location	Fee	Information
8/26/10	6:30 - 7:30 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 www.cbponline.org
8/27/10	9:30 am - 12:30 pm	<b>GSA Schedules 101</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$40; \$30* Add'l. 1/2 price	202-272-0390 www.scoredc.org *Lower price if use PayPal
9/1/10	9:30 - 10:30 am	<b>Small Business Loans</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	Free	202-272-0390 www.scoredc.org
9/1/10	10 am - 2 pm	<b>One-on-One Counseling Sessions from the Virginia Department of Business Assistance</b> 4 one-hour sessions; 1 per company	VA Dept. of Business Assistance and Mason Enterprise Center	Mason Enterprise Ctr Pr. Wm. 10890 George Mason Circle Room 147—Conference Room Manassas, VA 20110	Free but register	703-993-9415 <a href="http://www.novaptac.org/eventcalendar/detail.asp?eid=152&amp;sid=628">http://www.novaptac.org/eventcalendar/detail.asp?eid=152&amp;sid=628</a>
9/2/10	2:30 - 4 pm	<b>Options for Funding</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-768-1440 www.cbponline.org
9/7/10	12 Noon - 1 pm	<b>Brown Bag Lunch Seminar Series: Applying for Service-Disabled, Veteran-Owned, Small Business Status</b>	South Fairfax SBDC Greater Springfield Chamber of Commerce	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5 Chamber Members Free	703-778-9922 www.cbponline.org
9/8/10	1 - 3 pm	<b>1, 2, 3's of Starting a Business</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-778-9922 www.cbponline.org
9/9/10	8 - 9 am	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 www.cbponline.org
9/9/10	9 am - 4 pm	<b>How To Start a Business</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$60; \$50* Add'l. 1/2 price	202-272-0390 www.scoredc.org *Lower price if use PayPal
9/9/10	9:30 am - 12:30 pm	<b>ABC's of Starting a Business</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-768-1440 www.cbponline.org
9/9/10	1:30 - 3:30 pm	<b>Registering Your Business - Step by Step</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5	703-768-1440 www.cbponline.org
9/9/10	6 - 9 pm	<b>NxLevel for Business Startups™</b> Thru 11/11 - See Pre-reqs	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*350 \$400	703-778-9922 www.cbponline.org *Must pay at least 14 days prior

Date	Time	Course	Sponsor	Location	Fee	Information
9/9/10	6:30 - 9:30 pm	<b>Successful Teaming Agreements and Subcontracts</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 www.NovaPTAC.org
9/10/10	9:30 am - 12:30 pm	<b>Small Business Tax Tips</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$40; \$30* Add'l. 1/2 price	202-272-0390 www.scoredc.org *Lower price if use PayPal
9/13/10	10:30 am - 12 Noon	<b>Before You Seek a Grant: A Checklist for New Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/13/10	12:15 - 1:15 pm	<b>Intro to Fundraising Planning - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/13/10	6 - 9 pm	<b>Patents, Trademarks &amp; Copyright</b>	South Fairfax SBDC Financial Education Center for Women Entrepreneurs	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$40 \$65	703-778-9922 www.cbponline.org *Must pay at least 7 days prior
9/14/10	Call for Time	<b>Low-Cost, No-Cost Marketing Tactics</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$40; \$30* Add'l. 1/2 price	202-272-0390 www.scoredc.org *Lower price if use PayPal
9/14/10	9:30 - 11 am	<b>Grantseeking Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/14/10	11:15 am - 12:15 pm	<b>Intro to <i>Foundation Directory Online</i> - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/14/10	6:30 - 7:30 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 www.cbponline.org
9/15/10	8 - 10 am	<b>Selling to Fairfax County</b>	Fairfax County Government	Fairfax County Gov't. Center 12000 Gov't. Ctr. Parkway Fairfax, VA 22035	Free, But Register	703-324-3201 www.fairfaxcounty.gov/dpsm/osb
9/15/10	10:30 am - 12 Noon	<b>Proposal Writing Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/15/10	12 Noon - 1 pm	<b>Brown Bag Lunch Seminar Series</b> - Check for Topics	South Fairfax SBDC Mount Vernon-Lee Chamber of Commerce	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	\$5 Chamber Members Free	703-778-9922 www.cbponline.org
9/15/10	12:15 - 1:15 pm	<b>Proposal Budgeting Basics - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/15/10	1:30 - 4 pm	<b>8(a) Certification Training</b>	General Services Administration NCR Small Business Utilization	St. Elizabeth's West Campus - Opportunity Center at Gate #2 2701 Martin Luther King, Jr., SE Washington, DC 20032	Free, But Register No Walk-ins	202-708-5804 <a href="http://www.gsa.gov/Portal/gsa/ep/eventView.do?audienceId=1168&amp;byAudienceId=y">http://www.gsa.gov/Portal/gsa/ep/eventView.do?audienceId=1168&amp;byAudienceId=y</a>
9/15/10	Online	<b>A - Z Grant Writing</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan

Date	Time	Course	Sponsor	Location	Fee	Information
9/15/10	Online	<b>Accounting Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Accounting Fundamentals II</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Business &amp; Marketing Writing</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Business Law for the Small Business Owner</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Creating a Successful Business Plan</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Creating Your Own Nonprofit</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Effective Selling</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Employment Law Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Going Green at the Workplace</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Intro to Business Analysis</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Intro to Nonprofit Management</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Intro to QuickBooks 2007</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Intro to QuickBooks 2008</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Intro to QuickBooks 2009</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Intro to QuickBooks 2010</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Marketing Your Business on the Internet</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Marketing Your Nonprofit</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Mastery of Business Fundamentals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Performing Payroll in QuickBooks 2007</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Performing Payroll in QuickBooks 2009</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Professional Sales Skills</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Start and Operate Your Own Home-Based Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan
9/15/10	Online	<b>Start Your Own Arts and Crafts Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 www.ed2go.com/nvccan

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9/15/10	Online	<b>Start Your Own Consulting Practice</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
9/15/10	Online	<b>Start Your Own Small Business</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
9/15/10	Online	<b>Successful Construction Business Management</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
9/15/10	Online	<b>Wow, What a Great Event!</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
9/15/10	Online	<b>Writing Effective Grant Proposals</b>	No VA Community College Workforce Development	Online Course	\$139	703-323-3168 <a href="http://www.ed2go.com/nvccan">www.ed2go.com/nvccan</a>
9/16/10	10 - 11:15 am	<b>How to Approach a Foundation: From Initial Contact to Getting Funded - What Does It Take? - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/16/10	11:30 am - 1 pm	<b>Your Board and Fundraising: An Intro Class for Small Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/17/10	9 am - 4:30 pm	<b>Small Business Toolkit Series: <i>Legal &amp; Risk Planning</i></b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$50 \$65	703-778-9922 <a href="http://www.cbponline.org">www.cbponline.org</a> *Must pay at least 14 days prior
9/17/10	9:30 am - 12:30 pm	<b>Preparing A Winning Federal Proposal</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$40; \$30* Add'l. 1/2 price	202-272-0390 <a href="http://www.scoredc.org">www.scoredc.org</a> *Lower price if use PayPal
9/17/10	11 am - 12:15 pm	<b>Intro to Corporate Giving - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/21/10	9:30 am - 12:30 pm	<b>Government Contracts Practical Jump Start: Seven Steps To Success</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 <a href="http://www.NovaPTAC.org">www.NovaPTAC.org</a>
9/21/10	12 Noon - 1 pm	<b>Business Development Roundtable - Co-Marketing: Partnering with Other Small Businesses to Target Mutual Potential Clients</b>	Alexandria Small Business Development Center	Durant Center 1605 Cameron Street Alexandria, VA 22314	Free	<a href="http://703-778-1292www.alexandriasbdc.org">703-778-1292www.alexandriasbdc.org</a>
9/21/10	6 - 9 pm	<b>Building Your Own Website? Insider Tips to Doing it Well</b>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$35 \$50	703-778-9922 <a href="http://www.cbponline.org">www.cbponline.org</a> *Must pay at least 14 days prior
9/21/10	6:30 - 9:30 pm	<b>Unraveling the Mysteries of G&amp;A, Overhead and Fringe</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 <a href="http://www.NovaPTAC.org">www.NovaPTAC.org</a>
9/22/10	9:30 am - 12:30 pm	<b>8(a) Best Company Practices</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$40; \$30* Add'l. 1/2 price	202-272-0390 <a href="http://www.scoredc.org">www.scoredc.org</a> *Lower price if use PayPal
9/22/10	2 - 3 pm	<b>Buyer Seller Information Exchange Session</b>	Loudoun County Procurement Division	Government Center-1st Fl. 1 Harrison Street, S.E. Leesburg, VA	Free, But Register	703-777-0403 <a href="http://www.loudoun.gov/Default.aspx?tabid=491&amp;zoom_highlight=buyer+seller">http://www.loudoun.gov/Default.aspx?tabid=491&amp;zoom_highlight=buyer+seller</a>

Date	Time	Course	Sponsor	Location	Fee	Information
9/23/10	12 Noon - 1 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 www.cbponline.org
9/24/10	10 am - 1 pm	<b>Franchising 101: Is a franchise right for you too?</b>	South Fairfax SBDC	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$40 \$65	703-778-9922 www.cbponline.org *Must pay at least 7 days prior
9/27/10	8:30 am - 4 pm	<b>Proposal Budgeting Workshop - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	\$195	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/27/10	5:45 - 9 pm	<b>QuickBooks I: Intro to QuickBooks Pro for Business Accounting</b> <i>2 nights; Personal Laptop Required (More info at website)</i>	Women's Business Center of Northern Virginia	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	*\$75 \$95	703-778-9922 www.cbponline.org *Must pay at least 14 days prior
9/28/10	10 - 11:30 am	<b>Grantseeking Basics for International Organizations - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/28/10	11:45 am - 12:45 pm	<b>Intro to <i>Foundation Directory Online</i> - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/28/10	6:30 - 9:30 pm	<b>Accounting for Government Contracts</b>	Procurement Technical Assistance Center Program (PTAP)	Mason Enterprise Center 4031 University Drive, 1st Fl. Fairfax, VA 22030	\$50	703-277-7757 www.NovaPTAC.org
9/29/10	10 - 11:15 am	<b>Fundraising in a Challenging Economy - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/29/10	11:30 am - 12:45 pm	<b>Prospect Research Basics: Researching Individual Donors - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	Free	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/29/10	6:30 - 7:30 pm	<b>Small Business Resources</b>	Community Business Partnership	Community Business P'ship. 7001 Loisdale Road Springfield, VA 22150	Free	703-768-1440 www.cbponline.org
9/30/10	8:30 am - 4 pm	<b>Securing Corporate Partnerships - For Nonprofits</b>	The Foundation Center	1627 K Street, NW, 3rd Fl. Washington, DC 20006	\$195	202-331-1400 <a href="http://foundationcenter.org/events/">http://foundationcenter.org/events/</a>
9/30/10	9 am - 4 pm	<b>Writing a Winning Business Plan</b>	Service Corps of Retired Executives (SCORE)	740 15th St., NW, 3rd Fl. Washington, DC 20005	\$60; \$50* Add'l. 1/2 price	202-272-0390 www.scoredc.org *Lower price if use PayPal