



## Upcoming Webinars July 2016 –September 2016

**\*\*Schedule subject to change\*\***

Webinar Topic	Date	Time	Registration
Legal Services: Marketing to NYS Agencies & Authorities	July 19, 2016	2pm-3pm	<a href="#">Register</a>
Preparation Lift off: Positioning Newly Certified Firms for Success	July 21, 2016	10am-11am	<b>Exclusive to newly certified firms</b>
Doing Business with NYS Office of Information Technology Services	July 26, 2016	2pm-3pm	<a href="#">Register</a>
Leveraging and Understanding Discretionary Spend (For MWBEs in Advertising & Marketing)	August 2, 2016	2pm-3pm	<a href="#">Register</a>
Doing Business with NYS Insurance Fund	August 9, 2016	2pm-3pm	<a href="#">Register</a>
Doing Business with NYS Office of Temporary and Disability Services	August 16, 2016	2pm-3pm	<a href="#">Register</a>
Building Capacity: Locating Contracting Opportunities and Effective Marketing	August 18, 2016	10am-12noon	<b>Exclusive to newly certified firms</b>
Understanding Job Order Contracting with NYS Office of General Services	August 23, 2016	2pm-3pm	<a href="#">Register</a>
Supply-Demand Unique Opportunities	September 1, 2016	10am-11am	<b>Exclusive to newly certified firms</b>
Understanding NYS Mentor Protégé Program (Construction Consultants & Service Consultants)	September 13, 2016	2pm-3pm	<a href="#">Register</a>
Doing Business with Empire State Development	September 20, 2016	2pm-3pm	<a href="#">Register</a>

**For any questions, comments, or concerns, email [MWBETraining@esd.ny.gov](mailto:MWBETraining@esd.ny.gov)**