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**August 26**

**Working with the Federal and State Government (PTAP)**

*Lunch sponsored by L&R Precision Tooling*

Get your business in position to contract with governments. Presenter Tom Miglas of Virginia's Procurement Technical Assistance Program will walk businesses through the process.

**September 9**

**Making the Most of Your Website**

*Lunch Sponsored by River Ridge Mall*

Often the first impression a client has of your business is your website. Are you using this amazing tool effectively? Whitney Slightam of 434Marketing will present tips and techniques for small businesses.

**September 23**

**Electronic Virginia/SWAM Certification**

Become a certified SWaM or Microbusiness in Virginia in this workshop. Mike Russell with the Virginia Office of Small Business Supplier Diversity will help get your business registered!

**October 2**

**Manufacturing Day/ Import & Export**

*Lunch sponsored by Bedford County EDA*

A panel of Import/Export experts to talk about how you can grow your business and increase your revenue through consumers outside the U.S.

**October 14**

**Marketing Through Community Involvement**

*Lunch sponsored by Bank of the James*

A discussion of how to use events for marketing, community involvement, or in your business to attract new customers.

**November 11**

**Business Taxes**

*Lunch sponsored by Union Bank*

Come ready to learn why prepping your business taxes before the holidays can save your bottom line and some of the best ways to save on your overall tax liability

**December 9**

**Search Engine Optimization**

Learn to use the search engines that thousands of people use every day to direct people to your website and convert them into customers.

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# Lunch To Learn

Join us at our desk.

We have speakers.

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**Lunch To Learn**

**Begins at Noon in Merritt  
Hall on the CVCC campus.**

**Lunch is complementary  
and preregistration  
is required.**

**To register:**

**keeners@cvcc.vccs.edu**

**434-832-7295**

**www.region2000sbdc.com**

**Small Business  
Development Center**

**Central Virginia  
Community College**

**Room 5114**

**Merritt Hall**

**3506 Wards Road**

**Lynchburg, VA 24502**

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