

## ANNOUNCEMENT BLURBS

### **Nov, 2 9:30 am to 3:00 pm - SBIR-Max(SM) (moving beyond Phase I)**

Once you've received an SBIR award you IMMEDIATELY need to change you mind set and *stop letting the government be your business adviser*. You now have major, strategic decisions to make. Phases II and III are not competitions, like Phase I. The authorizing laws imbue SBIR awardees with *very special, powerful, lucrative advantages* to encourage full and successful commercialization of your SBIR efforts - these are simply not available from any other source. This event equips the SBIR awardee (recent or long past) with the knowledge and tools to:

- 1) acquire large federal follow-on awards;
- 2) protect their IP from the government itself;
- 3) protect their market position from competitors,
- 4) get control of the procurement process for their technology, and
- 5) take advantage of a number of other amazing opportunities.

If you have not attended this seminar, then you don't know what you're missing – you'll not hear, nor acquire, this critical information anywhere else. If you've EVER had an SBIR or STTR, **you have nothing more important to do than attend this session – *satisfaction guaranteed***. This event always sells out, so register early at <http://sbir.us/> or call the SBIR Center at 410-315-8101.

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### **Nov 4, 8:30 am to 6:00 pm - How To Win SBIR Awards(SM) (Phases I & II)**

More powerful than a National Conference, more actionable information than 6 months of study, more focused on WINNING (not just writing proposals) than any other source, this event equips entrepreneurs and senior personnel to ***evoke positive responses in SBIR/STTR proposal reviewers***. Taught by a Proposal Professional, C-Level Executive, experienced Researcher, Project Management trainer, true SBIR Expert and talented speaker, this event will keep you spellbound - all day long - and send you home with the "keys to the SBIR cookie jar." Whether you've had hundreds of SBIR awards or just looking for your first, this event is **guaranteed to provide high-value to you** or your tuition will be refunded). Seating is limited to just 25 persons -- register early at <http://sbir.us/> or call the SBIR Center at 410-315-8101.

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