

America's SBDC

VIRTUAL CONFERENCE

2020



CELEBRATING 40 YEARS

We are delighted to bring conference attendees an opportunity to connect with workshop presenters live via Zoom to ask questions. The America's SBDC Professional Development & Conference Committee will be facilitating the discussions and all the live Q&A sessions will be recorded and later posted in our conference platform in the corresponding workshop listing.

Please mark your calendar and join us during the date, time and via the Zoom link provided.

Date	Time (Eastern Standard Time)	First Name Last Name	Presentation Title	Attendee URL
10/5/2020	1:00PM-1:40PM	Martin Brill	20 EXPORT TIPS AND SHORTCUT	https://zoom.us/j/91611970299
10/5/2020	2:00PM-2:40PM	Lorna Kibbey	Five Bold Techniques for Becoming a Better Boss	https://zoom.us/j/98137850162
10/5/2020	3:00PM-3:40PM	Jennifer Kuznicki	Creating a Great Listing for Online Shopping on Amazon	https://zoom.us/j/94982695596
10/5/2020	4:00PM-4:40PM	Bruce Purdy	Updates on the HUBZone Program	https://zoom.us/j/91811651580
10/6/2020	1:00PM-1:40PM	Dave Meyer	Use YouTube to Grow Your Business	https://zoom.us/j/95075601396
10/6/2020	2:00PM-2:40PM	Mike Adams	Client Needs Assessment Surveys: Client Solutions Through Outreach & Data Visualization	https://zoom.us/j/92699358399
10/6/2020	3:00PM-3:40PM	Jennifer Kuznicki	Fulfillment Considerations for Online Sales with Amazon	https://zoom.us/j/98508742841
10/6/2020	4:00PM-4:40PM	Nicole Krug	Building Trust Online	https://zoom.us/j/92412210431
10/7/2020	1:00PM-1:40PM	Deagon Williams	Restaurant Success: Running a Great Business while Serving Great Food	https://zoom.us/j/97038212873
10/7/2020	2:00PM-2:40PM	Fred Crispen	Access to Capital	https://zoom.us/j/92178886503
10/7/2020	3:00PM-3:40PM	Jaime Lizotte	Managing Remote Employees	https://zoom.us/j/93803344890
10/7/2020	4:00PM-4:40PM	Deagon Williams	Working with Restaurant Clients- SBDC advisers tool kit	https://zoom.us/j/99045940341
10/8/2020	1:00PM-1:40PM	Eric Ryan	Strategic Planning for Your State/Regional Network	https://zoom.us/j/96074337733
10/8/2020	2:00PM-2:40PM	Christina Moffatt	Building A Sweet Team of Leaders	https://zoom.us/j/93326778112
10/8/2020	3:00PM-3:40PM	Becky Benes	Be Happy: 4 strategies to experience happiness amidst chaos	https://zoom.us/j/95385501436
10/8/2020	4:00PM-4:40PM	Mike O'Connell	Is Your Client Charging Enough?	https://zoom.us/j/91376889111
10/9/2020	1:00PM-1:40PM	Josh Fegles	Lean Financial Forecasting - The right-sized forecast for every client	https://zoom.us/j/91530874466
10/9/2020	2:00PM-2:40PM	Josh Fegles	Create a Planning Workshop that leads to Ongoing Consulting Results	https://zoom.us/j/97288890825
10/9/2020	3:00PM-3:40PM	Martin Guerrero	Get Online with Square in under an hour!	https://zoom.us/j/97716411099
10/9/2020	4:00PM-4:40PM	Demming Bass	Connect With Customers and Manage Your Business Remotely	https://zoom.us/j/99111906240
10/12/2020	1:00PM-1:40PM	Erkan Kocas	Beginning with the Basics: International Market Research	https://zoom.us/j/95883213016

Date	Time (Eastern Standard Time)	First Name Last Name	Presentation Title	Attendee URL
10/12/2020	2:00PM-2:40PM	Lorna Kibbey	Think Teams! Five Behaviors that Make Them Great	https://zoom.us/j/92078791285
10/12/2020	3:00PM-3:40PM	Jennifer Kuznicki	Customer Service and Reviews in an Online Shopping Environment with Amazon	https://zoom.us/j/93953483136
10/12/2020	4:00PM-4:40PM	Glenn Kruse	Understanding the Cost of Employee Hiring and Turnover	https://zoom.us/j/96952684783
10/13/2020	1:00PM-1:40PM	Nicole Young Potvin	Taking the e-Commerce Plunge: When, Where, and How to Start Selling Online	https://zoom.us/j/98592627378
10/13/2020	2:00PM-2:40PM	Misty Lambrecht	Tips, Hacks and Planning Strategy for Better Social Media	https://zoom.us/j/97916445208
10/13/2020	3:00PM-3:40PM	Jennifer Kuznicki	Protecting Your Brand and Telling Your Brand Story Online with Amazon	https://zoom.us/j/92938861079
10/13/2020	4:00PM-4:40PM	Kathy Miller	Using Assessments to Increase Efficiency, Effectiveness, and Impact	https://zoom.us/j/97872259919
10/14/2020	1:00PM-1:40PM	Darrel Hulsey	Supporting Ag Exports: USDA FAS & SUSTA	https://zoom.us/j/94427927396
10/14/2020	2:00PM-2:40PM	Emily McHugh	Nurturing the Next Generation of Entrepreneurs - What You Need to Know	https://zoom.us/j/96212178994
10/14/2020	3:00PM-3:40PM	Gerri Detweiler	Navigating Small Business Lending	https://zoom.us/j/98132551658
10/14/2020	4:00PM-4:40PM	Se Reed	Getting Your Clients Started with WordPress	https://zoom.us/j/99748981432
10/15/2020	1:00PM-1:40PM	Jenna Shaffer	Making Sense of Online Marketing by Constant Contact	https://zoom.us/j/91045935215
10/15/2020	2:00PM-2:40PM	Corissa Saint Laurent	Get Your Local Business on Google Search and Maps	https://zoom.us/j/94563402061
10/15/2020	3:00PM-3:40PM	Melissa Forziat	10 Categories of Marketing Your SBDC	https://zoom.us/j/95144287501
10/15/2020	4:00PM-4:40PM	Rob Alexander	Gamechanging Events that Build an Entrepreneurial Ecosystem	https://zoom.us/j/91452366096
10/16/2020	1:00PM-1:40PM	Peter Pappas	Exit Strategy	https://zoom.us/j/98850313860
10/16/2020	2:00PM-2:40PM	John Grubbs	Think Teams - What Happens When We Fail	https://zoom.us/j/98738235143
10/16/2020	3:00PM-3:40PM	Maura Shenker	Attracting global entrepreneurs	https://zoom.us/j/99734045043
10/16/2020	4:00PM-4:40PM	Shelly Bernal	Sustainable Strategic Growth	https://zoom.us/j/92045060631
10/19/2020	1:00PM-1:40PM	Lorna Kibbey	Delivering Presentations. 25 Amazing Inside Tips	https://zoom.us/j/92238817050
10/19/2020	2:00PM-2:40PM	Betsy Olivanti	Financial Projections	https://zoom.us/j/94403671850
10/19/2020	3:00PM-3:40PM	Roselys Arias	Innovacion Empresarial en la Agenda 2030	https://zoom.us/j/94938406557
10/19/2020	4:00PM-4:40PM	Curt Walczak	Historical Financial Analysis	https://zoom.us/j/93820182093
10/20/2020	1:00PM-1:40PM	Valerie McElveen	I Spy an Accounting Error	https://zoom.us/j/92765860214
10/20/2020	2:00PM-2:40PM	Will Fowler	How to Create Your Own Angels	https://zoom.us/j/98173625531
10/20/2020	3:00PM-3:40PM	Will Katz	Business Valuation--What an ASBDC Advisor Needs to Know	https://zoom.us/j/94852618060
10/20/2020	4:00PM-4:40PM	Will Katz	With Shawn Hyde: Business Valuation: The Art and The Science	https://zoom.us/j/97018584051
10/21/2020	1:00PM-1:40PM	Peter Williams	"What Do You Need to Do On LinkedIn Right Now?"	https://zoom.us/j/99015700945
10/21/2020	2:00PM-2:40PM	Doug Whitmire	Opportunities for Buying or Selling a Business During COVID-19	https://zoom.us/j/91914912748
10/21/2020	3:00PM-3:40PM	Tarah Keech	Burnout 101	https://zoom.us/j/98482600212
10/21/2020	4:00PM-4:40PM	Rieva Lesonsky	What's Hot 2021	https://zoom.us/j/94653315983
10/22/2020	1:00PM-1:40PM	Kim Merritt	Growing Businesses in the Freelance Economy	https://zoom.us/j/94129391023
10/22/2020	2:00PM-2:40PM	Kim Merritt	Think Big 101: Growing Companies with Automation & Work Management Solutions	https://zoom.us/j/92653514711
10/22/2020	3:00PM-3:40PM	Kim Merritt	Who Let the Dogs In? Bringing Dogs To Work	https://zoom.us/j/98609368918
10/22/2020	4:00PM-4:40PM	Peter Harriman	S-Corp, LLC, C-Corp, What's the Difference	https://zoom.us/j/94959011112

Date	Time (Eastern Standard Time)	First Name Last Name	Presentation Title	Attendee URL
10/23/2020	1:00PM-1:40PM	Beverly Beuermann-King	Nix The Drama: Effectively Handle Negative Attitudes And Difficult People For Better Partnerships	https://zoom.us/j/91998416529
10/23/2020	2:00PM-2:40PM	Tisha Dodge	Advanced Legal Structures: Joint Ventures	https://zoom.us/j/95990520088
10/23/2020	3:00PM-3:40PM	Beverly Beuermann-King	Communicating To Effectively Manage Through Change and Chaos	https://zoom.us/j/93930818947
10/23/2020	4:00PM-4:40PM	Abran Maldonado	Small Business Accelerator Program: From Inception to Implementation	https://zoom.us/j/95776890991
10/26/2020	1:00PM-1:40PM	Andy Fried	1% Solution: Small Changes that Make a Big Difference	https://zoom.us/j/92258860826
10/26/2020	2:00PM-2:40PM	Mark Lupo	Cybersecurity and Winning with Government Contracting: Understanding CMMC, DFARS 252.204-7012 and NIST SP 800-171, Rev 2	https://zoom.us/j/96087234718
10/26/2020	3:00PM-3:40PM	Shannon Bass	Big Ideas-SBIR/STTR Commercialization Essentials	https://zoom.us/j/99202947545
10/26/2020	4:00PM-4:40PM	Bart Njoku-Obi	Supplier Development Readiness for Small Business: Becoming a Supplier to a Fortune 500 Corporation	https://zoom.us/j/93836330184
10/27/2020	1:00PM-1:40PM	David Leonard	SBA Export Financing from the Lender's Perspective	https://zoom.us/j/91335194549
10/27/2020	2:00PM-2:40PM	Courtesy Farfour	8 Ways SBDCs Use Industry Intelligence To Help Small Businesses	https://zoom.us/j/94684137464
10/27/2020	3:00PM-3:40PM	Bart Njoku-Obi	Teaming: The Small Business Strategy To Jumpstarting Federal Contracting	https://zoom.us/j/95913091280
10/27/2020	4:00PM-4:40PM	Raymond Bowman	Research and Big Data and Best Practices in SBDC	https://zoom.us/j/98865983042
10/28/2020	1:00PM-1:40PM	Andrew Hait	Latest Census Data and Tools	https://zoom.us/j/93215798105
10/28/2020	2:00PM-2:40PM	Chris Van Orden	Craft Breweries: Going Interstate, Going Beyond	https://zoom.us/j/96094892348
10/28/2020	3:00PM-3:40PM	Marisol Rodriguez	Como identificar empresas que califiquen para el programa de SBIR	https://zoom.us/j/98557449777
10/28/2020	4:00PM-4:40PM	Rod Bristol	ARISE and Conquer the COVID-19 Economy	https://zoom.us/j/97233867340
10/29/2020	1:00PM-1:40PM	Frank Cetera	U.S. Main Street Employee Ownership Act Implementation by Small Business Development Centers	https://zoom.us/j/91429236429
10/29/2020	2:00PM-2:40PM	Joshua Halpern	Cross-border eCommerce Strategies and Case Studies	https://zoom.us/j/96122895488
10/29/2020	3:00PM-3:40PM	Rachel Christensen	The Best Practice of Best Practices	https://zoom.us/j/98065001783
10/29/2020	4:00PM-4:40PM	Mike Seibert	CGBP Bootcamp	https://zoom.us/j/92266403809
10/30/2020	1:00PM-1:40PM	Erika Wise	Omnichannel Marketing	https://zoom.us/j/95628599401
10/30/2020	2:00PM-2:40PM	Jim Foley	Foreign Marketplace Selection: Tools and Resources	https://zoom.us/j/99841779948
10/30/2020	3:00PM-3:40PM	Patrick Perreault	eCommerce Accelerator	https://zoom.us/j/93793592589
10/30/2020	4:00PM-4:40PM	Bryce Forney	Intro to QuickBooks Online: How can it help small businesses?	https://zoom.us/j/92281846902
11/2/2020	1:00PM-1:40PM	Angela Maria Retana de Mineros	Cdmype Universidad Tecnologica de El Salvador	https://zoom.us/j/97228574147
11/2/2020	2:00PM-2:40PM	Lenin Agudo	Brands & Fans: How I got engaged with a stormtrooper and so could you.	https://zoom.us/j/94685475745
11/2/2020	3:00PM-3:40PM	Nicholas Walker	SBA Financial Examinations	https://zoom.us/j/94025346048
11/2/2020	4:00PM-4:40PM	Stacy Kildal	Intro to QuickBooks Online: How can it help small businesses	https://zoom.us/j/92140042209
11/3/2020	1:00PM-1:40PM	Lance Coffman	Experiential Learning: Are You an Asset to Your Host Organization?	https://zoom.us/j/92690523344
11/3/2020	2:00PM-2:40PM	Raymond Bowman	SBA Emerging Leaders - Exporting Case Study	https://zoom.us/j/95746709501

Date	Time (Eastern Standard Time)	First Name Last Name	Presentation Title	Attendee URL
11/3/2020	3:00PM-3:40PM	Aerek Stephens	Tools to Reduce Risk With EXIM Bank	https://zoom.us/j/94483272963
11/3/2020	4:00PM-4:40PM	Paul Wilson	Supplier Development Readiness for Small Business: Becoming a Supplier to a Fortune 500 Corporation	https://zoom.us/j/98483263311
11/4/2020	1:00PM-1:40PM	Ricardo Weisz	What Makes a Company Investible	https://zoom.us/j/98635420634
11/4/2020	2:00PM-2:40PM	Samantha Soffici	Exporting in a Digital Age: Make your website your best international sales tool	https://zoom.us/j/98417547592
11/4/2020	3:00PM-3:40PM	Carlos Rodriguez	Benefits of Having an ACE Secure Data Portal Account	https://zoom.us/j/99830031313
11/4/2020	4:00PM-4:40PM	Bryce Forney	Intro to QuickBooks Online: How can it help small businesses?	https://zoom.us/j/96877365037
11/5/2020	2:00PM-2:40PM	Valarie Neuhart	Importing / Exporting 101	https://zoom.us/j/97978624897
11/5/2020	3:00PM-3:40PM	Nicole Toomey Davis	Improving Your SBIR Proposal - Insights from the SBIR Review Process	https://zoom.us/j/95762029586
11/5/2020	4:00PM-4:40PM	MB Raimondi	What's New in the QuickBooks World	https://zoom.us/j/93913376666
11/6/2020	4:00PM-4:40PM	Paul Wilson	Supplier Development Readiness for Small Business: Becoming a Supplier to a Fortune 500 Corporation	https://zoom.us/j/95221170149
11/9/2020	1:00PM-1:40PM	Alison Lingane	How to preserve long-standing businesses through employee ownership	https://zoom.us/j/97422266317
11/9/2020	4:00PM-4:40PM	Stacy Kildal	Intro to QuickBooks Online: How can it help small businesses	https://zoom.us/j/92627330921
11/10/2020	2:00PM-2:40PM	Omari Wooden	Best Practices in Export Compliance and the Global Market Finder	https://zoom.us/j/92204122786
11/12/2020	2:00PM-2:40PM	Julie Oldham	Cares for Accounting	https://zoom.us/j/93125140947