



Winning contracts: How to Write Winning Business Proposals

Course description

This course covers the basics to help you prepare and respond to RFPs, RFQs, and RFIs as a critical component to winning government and corporate contracts. In this course, you will uncover the common mistakes and roadblocks to avoid and how to write a winning proposal.

43 minutes SELF PACED

[REGISTER HERE:](#)

Learning Objectives

After completing this course, you'll be able to:

- Learn how to identify (RFP/RFQ/RFI) opportunities with the government and corporate entities
- Explain the benefits of going after contracts and how it can positively impact your business
- Determine if your business has the necessary know how to respond and fulfill an RFP and the steps to get there
- Avoid the common roadblocks and challenges to writing a successful proposal, uncovering the dos and don'ts and where to get help
- Discover what every small business should know to win an RFP and what to do after securing a contract



Get Certified as a Diverse Supplier to Win Contracts

Course description

In this course, you'll learn how to increase your chances of winning contracts with a minority-owned business certification.

Learning Objectives

After completing this course, you'll be able to:

Determine which supplier diversity certifications you qualify for

- Take steps to acquire your certification(s), making your business more attractive to corporations and government agencies

10 minutes SELF PACED

[REGISTER HERE:](#)





ACCESS TO CAPITAL: Find the Right Financing for Your Business

Course description

With so many different types of loans available, deciding on a financing solution that suits your needs can be difficult. This course covers different types of financing, including debt, equity, grants, and alternative financing options like crowdfunding. You'll cover the many financing options, how to gather the right documents, and determine the best solution for your business needs.

33 minutes SELF PACED

[REGISTER HERE:](#)

Learning Objectives

After completing this course, you'll be able to:

- Explain the basics of the different financing options and their impacts on a business
- Identify common uses of debt and equity financing, grants, and alternative options like crowdfunding
- Explain the different elements of the 5C's
- Determine why you are seeking financing for your business
- Evaluate what you need in order to apply for business financing
- Develop an action plan for your selected funding option



ACCESS TO CAPITAL: Keep Your Credit in Good Shape: How to Use it, Not Lose it

Course description

Whether you are new or existing, it's essential to gain access to the funding that you need in order to operate and grow your business. Building and maintaining good credit is one way to get you there. But how do you get there? This course will guide you through the key terms and concepts you need to understand about credit, why credit is so important, and how to build a credit score that will unlock the funding you need for your business.

34 minutes SELF PACED

[REGISTER HERE:](#)

Learning Objectives

After completing this course, you'll be able to:

- Explain what credit is and its impact on your small business
- Identify why credit matters and the different options available
- Identify organizations that maintain business and consumer credit reports
- Explain the different elements of a credit report
- Determine best practices to maintain or fix a credit rating





ACCESS TO CAPITAL: Get Beyond Break Even: From Knowing Numbers to Making Money

Course description

Are you overwhelmed by having to do it all yourself? Instead of being a superhuman, why not start focusing on the things that only you do best? If you've taken the Track Your Finances: Financial Statements at a Glance course, or are familiar with basic accounting, this is for you. This intermediate course covers what it takes to make your small business profitable. You'll be guided through a series of prompts and simple equations to determine your business's value and visibility.

36 minutes SELF PACED

[REGISTER HERE:](#)

Learning Objectives

After completing this course, you'll be able to:

- Examine the overall health of your business
- Explain the difference between inventory and overhead costs
- Identify areas to improve profit and avenues to make money
- Evaluate the overall cost, return, and profit using simple equations
- Calculate your break-even point and examine how cash flow impacts your business
- Determine the right mix of value and visibility for your business



ACCESS TO CAPITAL: Find the Right Financing for Your Business

Course description

With so many different types of loans available, deciding on a financing solution that suits your needs can be difficult. This course covers different types of financing, including debt, equity, grants, and alternative financing options like crowdfunding. You'll cover the many financing options, how to gather the right documents, and determine the best solution for your business needs.

33 minutes SELF PACED

[REGISTER HERE:](#)

Learning Objectives

After completing this course, you'll be able to:

- Explain the basics of the different financing options and their impacts on a business
- Identify common uses of debt and equity financing, grants, and alternative options like crowdfunding
- Explain the different elements of the 5C's
- Determine why you are seeking financing for your business
- Evaluate what you need in order to apply for business financing
- Develop an action plan for your selected funding option