

Attendees MUST have their badge scanned as they enter sessions and tours to verify participation.

IMPORTANT: Each member is responsible for applying for his or her own PDHs after the conference.
SAME cannot guarantee that all boards will accept all PDH credit; please check with your licensing board for more information.

Electronic Professional
Development Reporting
Forms may be found at
www.same.org/sbc.

NAME: _____

Tuesday, November 15th, 2016

TIME	EVENT	ATTENDED?
12:00 p.m.-1:00 p.m.	Government Training Sessions: Using Design Build Correctly, Part 1 (1 PDH)	<input type="checkbox"/>
1:20 p.m.-2:20 p.m.	Government Training Sessions: Using Design Build Correctly, Part 2 (1 PDH)	<input type="checkbox"/>
2:40 p.m.-3:40 p.m.	Government Training Sessions: How to Build an Effective Team (1 PDH)	<input type="checkbox"/>
4:00 p.m.-5:00 p.m.	Government Training Sessions: Understanding the Business Side of Small Businesses (1 PDH)	<input type="checkbox"/>
TOTAL FOR TUESDAY:		

Wednesday, November 16th, 2016

9:00 a.m.-10:30 a.m.	Energy & Sustainability Committee Meeting (1 PDH)	<input type="checkbox"/>
	Environmental Committee Meeting (1 PDH)	<input type="checkbox"/>
	International Committee Meeting (1 PDH)	<input type="checkbox"/>
	Small Business Council Meeting (1 PDH)	<input type="checkbox"/>
	Young Member Council Meeting (1 PDH)	<input type="checkbox"/>
1:20 p.m.-2:20 p.m.	Accounting: The Love Language of Government Contracts (1 PDH)	<input type="checkbox"/>
	Building Your Bottom Line through Business Development (1 PDH)	<input type="checkbox"/>
2:40 p.m.-3:30 p.m.	Alternate Acquisition Strategies for Infrastructure Projects (1 PDH)	<input type="checkbox"/>
	Leading Small Teams to Greatness (1 PDH)	<input type="checkbox"/>
3:50 p.m.-4:40 p.m.	Keys to Successful Mentor-Protégé Relationships (1 PDH)	<input type="checkbox"/>
	Marketing, Communications, Business Development = Success (1 PDH)	<input type="checkbox"/>
5:00 p.m.-5:50 p.m.	Big Time Marketing, Small Time Budget (1 PDH)	<input type="checkbox"/>
	Performance Evaluations—CPARS Implementation Lessons Learned (1 PDH)	<input type="checkbox"/>
TOTAL FOR WEDNESDAY:		

Thursday, November 17th, 2016

TIME	EVENT	ATTENDED?
10:30 a.m.-11:30 a.m.	Legal Secrets: Winning Proposals and Bid Protests (1 PDH)	<input type="checkbox"/>
	Master Planning Contracting Opportunities with USACE (1 PDH)	<input type="checkbox"/>
1:00 p.m.-2:00 p.m.	How We Did It! Small Business Graduation (1 PDH)	<input type="checkbox"/>
	Shape your Bidding Strategy: 5 Things Every Contractor Should Know for FY2017 (1 PDH)	<input type="checkbox"/>
2:30 p.m.-3:30 p.m.	Driving Success through Mentor-Protégé (1 PDH)	<input type="checkbox"/>
	Intricacies of Succession Planning and Leadership Transitions (1 PDH)	<input type="checkbox"/>
4:00 p.m.-5:00 p.m.	Resources that Prevent "Pain" in Government Contracting (1 PDH)	<input type="checkbox"/>
	Using Sources Sought to Successfully Influence Acquisition (1 PDH)	<input type="checkbox"/>
TOTAL FOR THURSDAY:		

Friday, November 18th, 2016

8:30 a.m.-9:30 a.m.	Developing Effective Proposal Strategies for Government Evaluations (1 PDH)	<input type="checkbox"/>
	The New Mentor-Protégé Program (And Other Major Regulatory Changes) (1 PDH)	<input type="checkbox"/>
10:00 a.m.-11:00 a.m.	7 Difference-Makers of Winning Proposals (1 PDH)	<input type="checkbox"/>
	What Small Businesses Should Know about Congress (1 PDH)	<input type="checkbox"/>
11:30 a.m.-12:30 p.m.	Minority Resources—Information from the Experts (1 PDH)	<input type="checkbox"/>
	Secrets of the Selection Process (1 PDH)	<input type="checkbox"/>
TOTAL FOR FRIDAY:		

TOTAL FOR 2016 SBC:



Panel content and PDH credit has been verified by:



ATTENDEE'S SIGNATURE AND DATE

Col. Nicholas Desport, RA, LEED AP, F.SAME, USAF (Ret.)
SAME Director of Programs and Post Operations