

Connect2DOT



"I came into this class at a crossroads and was either going to give up on the family business or get re-energized to keep going. This class and the instructors were truly amazing and helped me find my passion again. I actually landed 3 small jobs with CDOT before it was even over!"

Keyway Curb Company

Contact

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Connect2DOT

Connect2DOT is a CDOT program in partnership with the Colorado SBDC Network to help small businesses in highway construction and design gain knowledge, build capacity, and become more competitive and successful in contracting with CDOT and other transportation agencies.

LEADING EDGE™ for Transportation Architecture, Engineering, Construction

Create a business development plan to win, work, and grow! Join our 9-week executive entrepreneurship program designed specifically for A&E consultants and construction contractors who want to build capacity and win more contracts. You'll get to work with experienced coaches and mentors and develop connections with peers, prime contractors, and government agencies that want to work with you!

Program Tracks:

- **Charting Your Course:** Refocusing your mission, vision, goals, and core values.
- **Marketing Magnetism:** Successful marketing strategies for small businesses.
- **Show Me the Money:** Financial forecasting and cash flow projections for hiring, equipment acquisition, and expansion.
- **Mastering Government Contracting:** Navigating certifications, target customers, bid opportunities, and the small business sweet spot.
- **Bidding to Win:** Understanding how much to charge and using tools and tricks to create more accurate cost estimates (split session for A&E and construction)
- **Operational Efficiency:** Improving systems and policies for HR, bonding, insurance, cybersecurity, and more.
- **Meet the Primes:** Get the inside scoop on what primes are looking for and how you can stand out from the crowd during an exclusive panel discussion.
- **Business Plan Reinvented:** Charge forward with a presentation of your business plan and receive 360-degree input from your coaches and peers.
- **Graduation!** Celebrate your success with family, friends, and peers and get recognized by program hosts including CDOT, CO SBDC Network, and more!

Date Extended: **April 10 – June 5, 2019** (Every Wednesday for 9 weeks)

Later Start Time: **5:30 pm – 8:30 pm**

Deposit: \$322.50 deposit (50% off) and FREE if you complete the class.

Location: Denver Metro Chamber of Commerce, 1445 Market St., Denver
FREE parking after 5pm in the building!

Registration required!

To learn more and register for this workshop, visit the following website:

<http://www.denversbdc.org/LEFT>. If you have questions or want to discuss eligibility, please contact the Denver Metro SBDC at **(303) 620-8030**. If you would like to talk with a program graduate or a course facilitator, please contact Connect2DOT at **(720) 624-6728** or **info@connect2dot.org**.