

VIP COMMERCIAL

Sector specific training to help Veteran-owned small businesses gain the knowledge and skills needed to win in the commercial market.



Powered by:
NaVOBA
NATIONAL VETERAN-OWNED BUSINESS ASSOCIATION

The VIP Commercial Training Program aims to bridge the knowledge gap for Veteran-owned small businesses looking to enter or scale in commercial contracting. The program uses hands-on workshops and shares sector-specific tactics to help Veteran entrepreneurs diversify and grow their businesses.

Eligibility Requirements

- 1 Be a for-profit service-disabled Veteran-owned or Veteran-owned small business
- 2 Have been in business for at least 3 years
- 3 \$3M+ annual revenue

Key Program Takeaways

Tailored for Veteran-Owned Businesses: The curriculum addresses the unique challenges and opportunities small business entrepreneurs face.

Expert-Led Sessions: Learn from seasoned professionals with real-world experience in corporate contracts, financial management, HR compliance, and more.

Actionable Insights: Walk away with practical strategies and tools to drive growth and profitability.

Networking: Connect with fellow Veteran entrepreneurs and industry experts for potential collaborations.

Curriculum

Company Infrastructure	Product Expansion & Diversification
Risk Mitigation	How to Market to the Fortune 1000
Financial Strategies and processes	Working with Supplier Diversity Programs
Growth Strategies	Gaining Speed of Play with Artificial Intelligence
How to Evaluate Who You do Business With	

Founding Circle Partners



The VIP Difference

Are you ready to take a leap into the Fortune 1000 market? Our comprehensive training program provides a path to success in the commercial sector. Designed by industry thought leaders, participants will benefit from expert-led sessions, actionable insights, and invaluable networking opportunities. VIP COMMERCIAL will assist you in gaining the knowledge, skills, and connections to succeed.



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4-day-27-Hour Certification Program held In-Person (Potomac, MD)

Offered at NO Cost to VOSB and SDVOSB (includes meals, training, hotel)

Enrollment is open. To get started - apply today at: nationalvip.org/commercial