



Call for Presentations: SAME Small Business Conference 2026

Shape the Future of Federal Contracting

Join us for the nation's premier A/E/C federal contracting event. Share your expertise with industry leaders hungry for innovation.

At-a-glance

When/Where: Charlotte, NC, November 4-6, 2026

Submission deadline: June 1, 2026 (11:59 p.m. PDT)

Notifications: Week of July 6, 2026

Where to submit: www.samesbc.org

Contact: sessions@same.org

Session Tracks & Topics

On-Ramping to Federal Contracting — Help newcomers navigate the federal marketplace

- Business basics and funding strategies
- Demystifying federal acquisition
- Leveraging certifications
- Insurance, bonding, and compliance

Business Growth Strategies — Scale smarter, not harder

- Winning proposals and pricing
- AI-powered marketing
- Strategic partnerships
- Building past performance

From Policy to Practice — Navigate the regulatory landscape

- FAR reforms and NDAA updates
- CMMC, CPARS, and compliance
- Joint ventures and mentor-protégé programs
- Construction law essentials

Spurring Innovation and Technology — Lead the charge in acquisition reform

- AI integration and risk management
- Alternative delivery methods
- Speeding capability development
- Acquisition reform responses

Submission Requirements

- Compelling title (10 words max)
- Session description (200-400 words) – Make reviewers say “YES!”
- Attendee takeaway (50 words max) – Your elevator pitch
- 4 learning objectives - Use action verbs
- Speaker bios (150-300 words each)
- 1-2 minute video (YouTube or similar link) – Show your passion

PLEASE NOTE: SAME reserves the right to modify accepted abstract titles and descriptions to fit our writing style and format.

Selection Criteria

Our peer review panels evaluate:

- Abstract quality and clarity
- Relevance to focus areas
- Speaker qualifications
- Practical value for attendees

Pro Tips

- Panels preferred over solo presentations
- Focus on education, not sales
- Draft in Word first (no spell check in the submission form)
- Maximum of 2 submissions per person
- No product pitches
- Must attend SBC in person

Speaker Benefits

- **Massive reach:** SBC reaches over 4,500 attendees annually
- **Prime visibility:** 40 sessions presented over 3 days
- **Professional growth:** Speakers earn PDH credits
- **Network effect:** Connect with decision-makers

Speaker Logistics

- **Day-of speakers:** Complimentary one-day registration
 - **Multi-day speakers:** Discounted full conference rate
 - **All speakers:** Responsible for travel and lodging costs
- Government speakers: You are responsible for approval to attend

Ready to Inspire?

Don't just attend SBC 2026 – lead it. Your expertise could transform how businesses approach federal contracting.

The SAME Small Business Conference: Where contractors become leaders.

Submit your abstract today and join the ranks of industry thought leaders!