



# PDH FORM

**IMPORTANT:** Each attendee 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.

NAME: \_\_\_\_\_

Wednesday, November 4			
Time	Event	Credits	Attended?
1:00 p.m. - 2:00 p.m.	"What Were We Thinking?"	1	
	Building Your Pipeline for Success	1	
	Writing Proposals to Ensure the Win	1	
	Federal Procurement Landscape: Stay Informed	1	
	Aim High - Inspire, Improve, Innovate, Implement	1	
2:30 p.m. - 3:30 p.m.	SB Subcontracting Plans... From the Government's Perspective	1	
	DFARS? JV? 8(a)? Demystifying Federal Contracting	1	
	Contracting Officer's Perspective on Building GovCon Relationships	1	
	New Small Business Rules Require New Strategies	1	
	The Future of Work is Now	1	
4:00 p.m. - 5:00 p.m.	Capability Statement: Power-Packed Business Creator	1	
	Methods for Communicating Your Past Performance	1	
	Introduction to Online Collaboration for Business Development	1	
	Key Considerations in Federal Subcontracting	1	
	Soft Skills Make the Difference	1	
<b>Total for Wednesday</b>			

Friday, November 6			
Time	Event	Credits	Attended?
11:00 a.m. - 12:00 p.m.	Laying the Foundation of Government Contract Accounting	1	
	Maximizing Growth Through Targeted Subcontracting	1	
	Influencing CPARS: Using Quality Assurance To Win	1	
	Business Development During COVID-19 and Beyond	1	
12:30 p.m. - 1:30 p.m.	Advanced Strategies for Hiring Strong Business Developers	1	
	Taking the "beta" Out of beta.Sam.gov	1	
	Ownership Changes, Succession, Asset Purchase and Novations	1	
	Win-Win: Teaming for Success in Challenging Times	1	
2:00 p.m. - 3:00 p.m.	7 Steps that Win Federal Work	1	
	Two is Better Than One: Successful Teaming	1	
	Demystifying Doing Business with USACE	1	
	Attracting, Advancing and Retaining Diverse Talent	1	
<b>Total for Friday</b>			

Thursday, November 5			
Time	Event	Credits	Attended?
1:00 p.m. - 2:00 p.m.	Federal Data Diving: Discover Contract Intelligence Gold	1	
	Developing Your First Cost & Price Proposal	1	
	Social Media Examples and Case Studies	1	
	Changing Course: Contract Mods, REAs, & Terminations	1	
	Why Your Cybersecurity Matters More Now	1	
2:30 p.m. - 3:30 p.m.	Proven Methods to Gain Competitive Intelligence	1	
	Joint Venture "3-in-2" Rule -- Gone. Really?	1	
	VA OSDBU Programs Supporting Veteran-Owned Small Businesses	1	
	A New Normal for AEC Business Development	1	
4:00 p.m. - 5:00 p.m.	Develop Your Winning Process	1	
	Avoiding Affiliation—Tips for Protecting Your Small Business Eligibility	1	
	Are You Building The Right Website?	1	
	CMMC: What All Small Businesses Should Know	1	
	Overcoming COVID-19 Challenges in Government Contracting	1	
<b>Total for Thursday</b>			

TOTALS	
<b>Total for Wednesday</b>	
<b>Total for Thursday</b>	
<b>Total for Friday</b>	
<b>Total Credits earned</b>	

I hereby certify that I attended the above indicated sessions and qualify for PDH credit

ATTENDEE'S SIGNATURE AND DATE

Panel content and PDH & AIA LU HSW credit has been verified by:

*Joseph Schroedel*

Brig. Gen. Joseph Schroedel, P.E., F.SAME, USA (Ret.)  
SAME Executive Director

*Electronic Professional Development Reporting Forms may be found at [www.samesbc.org](http://www.samesbc.org)*

