

SBC 2024

SPEAKER ORIENTATION

Ann McLeod, Director of Meetings, Membership & Business Dev., SAME
Belle Febbraro, Associate Director of Education, SAME
Steve Struble, Production Manager, AVFX



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SAME SAMESBC.ORG



SAMESBC.ORG

 @SAMENATIONAL

 @SAME_NATIONAL | #SAMESBC24

 "SOCIETY OF AMERICAN MILITARY ENGINEERS"

Thank you
BRASS
sponsors for
your support of
our speakers!

2024 FEDERAL SMALL BUSINESS CONFERENCE
NOVEMBER 20-22, 2024
WYOMING, WY
STRENGTH THROUGH PARTNERSHIP
USE SAMESBC.ORG

Thank You Brass Sponsors

CMR PARTNERS **CUBE ROOT** **ENERGY SOLUTIONS** **ENGINEERING PARTNERS INC. EPI**
ENGINEERING A BETTER WORLD

Federal Compass **GCARL** **GOVCONTRACTPROS** **Kenall**
Master Government Contracts EXPERIENCE EQUALS RESULTS

ONETeam **IQRI** **SANDOW** **TEPA COMPANIES**
www.oneteam.net CONSTRUCTION, INC.

SAMESBC.ORG @SAMENATIONAL @SAME_NATIONAL | #SAMESBC24 "SOCIETY OF AMERICAN MILITARY ENGINEERS"



This webinar is being recorded and will be posted on the SBC website.



Download a copy of the presentation from the “handouts” tab on your control panel.



Use the Q&A tab to submit a question at any time during this presentation.



Use the Chat tab to engage with others.





2024
FEDERAL
SMALL
BUSINESS
CONFERENCE

STRENGTH
in Partnership

SAME SAMESBC.ORG

SPEAKER



Ann McLeod

SAME National Office

Director of Meetings, Membership & Business Dev.

Fun Facts

- This will be my 15th SBC!
- Favorite song: No One is to Blame by Howard Jones
- Current binge watch: Only Murders in the Building, Hulu
- Favorite era: Late 80s of course!



2024
FEDERAL
SMALL
BUSINESS
CONFERENCE

STRENGTH
in Partnership

SAME SAMESBC.ORG

SPEAKER



Belle Febbraro

SAME

Associate Director of Education

Fun Facts

- Been with SAME for 14+ years
- Favorite song: Dancing Queen
- Current binge watch: Killing Eve, Netflix
- Favorite era late 80/90's





2024
FEDERAL
SMALL
BUSINESS
CONFERENCE

STRENGTH
in Partnership

SAME SAMESBC.ORG

SPEAKER



Steve Struble

AVFX

Production Manager

Fun Facts

- Enjoy hiking, skiing, and other outdoor activities
- Climbed 32 Colorado “14ers”
- Favorite quote:
“If there are no dogs in heaven, then when I die I want to go where they went.”

-Will Rogers

Have you presented at a SAME event in the past?

- a) YES
- b) No, this is my first time
- c) I'm not speaking, I'm here to tell my boss what to do
- d) What is SAME?



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SBC SAMEBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

WHO DOES WHAT



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA

**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)

 [@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

 [@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)

 ["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

Roles & Responsibilities: SAME



Make sure you have everything you need to make your session outstanding



Check through your draft presentations (Due October 31)



Remind you of deadlines (yep, you'll be receiving several more emails from us)



Do quality control on presentations, add informational slides as needed, and merge all speakers' slides into one deck for smooth transitions



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)



[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)



[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)



["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

Sample Slides being added!

And...thanks again to our session sponsors

2024 FEDERAL SMALL BUSINESS CONFERENCE

Thank You Brass Sponsors

SAMESBC.ORG | @SAMENATIONAL | @SAME_NATIONAL | #SAMESBC24 | "SOCIETY OF AMERICAN MILITARY ENGINEERS"

Micro Session Theater Sponsors

Thank You Platinum Sponsors

SAMESBC.ORG | @SAMENATIONAL | @SAME_NATIONAL | #SAMESBC24 | "SOCIETY OF AMERICAN MILITARY ENGINEERS"

Education Sessions & Business Opportunities Sponsors

Roles & Responsibilities: Moderators

Coordinate	Coordinate with speakers - plan a dry run virtually
Review	Review draft and final presentations before sessions so you know what to expect
Introduce	Introduce speakers - no reading long bios. Thank our Sponsors
Make	Make sure session stays on time
Have	Have prepared questions available to kick-off the Q&A
Take	Take questions from the audience
Repeat	Repeat or rephrase questions for the speaker(s)
Wrap up	Wrap up session and thank the speaker(s)



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)



[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)



[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)



["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

Roles & Responsibilities: Speakers

Submit presentations in PPT format – drafts due October 31

FINAL presentations in PPT format are due November 14. No changes on-site

Advance your slides

Create your speaker intro slide including “fun facts” and photo (ed sessions & MST)

Use the SBC PPT Template in the Speaker Service Center (ed sessions & MST)

Government Agencies: Use your agency’s PPT template in 16:9 ratio



Have you downloaded the PPT template and started your presentation?

- a) YES, I'm all set
- b) Downloaded the template, but haven't started my presentation
- c) NO, I'm way behind
- d) What template?



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

Roles & Responsibilities: Everyone

Register for SBC. The speaker confirmation email WAS NOT a registration confirmation. You must still register for the conference.

Meet deadlines

Update your bio and photo in the SSC.

Attire:

- Uniformed Service: Class A / service dress on day you're speaking
- Civilian: Business or business casual

Communicate with us and those in your session!

Let's Pause for Questions

Up Next: Your Sessions

QUESTIONS?

ANSWERS!



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SAME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)

[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

[X @SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://www.instagram.com/SAMESBC24)

[in. "SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

SESSIONS
SESSIONS
MORE SESSIONS



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)

[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://www.instagram.com/SAMESBC24)

["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

Business Opportunities & Mega Sessions

Power Point Presentations are still required!

They should be on your agency's template but **MUST BE IN 16:9 format.**

Moderators will review draft presentations and provide any helpful direction in order to receive the content most useful to Industry.

Moderators will coordinate a call with speakers after receiving the draft presentations - check the SSC.

- Order in which you will present
- How the Q&A will be conducted

FINAL presentations are due Thursday, November 14.



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)



[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)



[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)



["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

Education Sessions

Power Point Presentations are required!

They MUST be on the SBC template

Speakers, check to see who is your assigned moderator. They are there for your support.

Moderators will coordinate a call with speakers after receiving the draft presentations - check the SSC.

- Order in which you will present
- How the Q&A will be conducted
- Speakers to provide pre-prepared questions to kick start the Q&A

FINAL presentations are due Thursday, November 14.



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

Micro Session Theater

Power Point Presentations are recommended

Use the Micro Session template in the SSC

There are no moderators for the Micro Session Theater.

Please check in with the Staff or Volunteer (wearing a red shirt) when you arrive at the Theater

There are only 10 minutes between presentations, so please end on time.

Let the audience know where they can find you during SBC (i.e., booth number) to chat further

FINAL presentations are due Thursday, November 14



Logistical Notes

Sessions will be recorded with the audio synced to slides

Session rooms are pre-set and cannot be changed

Podium and chairs are set for the number of speakers

We will supply the laptop.

Your presentation will be uploaded & ready to go

We will supply a laser pointer and slide advancer

Microphone(s) provided:

- One on podium and 2 wireless on head table
- Two wired mics in audience for Q&A.



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)

[@SAMENATIONAL](https://www.facebook.com/samenational)

[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://www.instagram.com/SAMESBC24)

[in](https://www.linkedin.com/company/society-of-american-military-engineers) "SOCIETY OF AMERICAN MILITARY ENGINEERS"

PDH & AIA Credit

- Only Education Sessions & IGE Roundtables carry PDH credit. To have credits included on the post-event conference PDH transcript, attendees MUST be scanned into the session.
 - ❖ Credits attainable in-person: 8 PDHs
 - ❖ Credits available: 48 PDHs
- Speakers, did you know you can earn twice the PDH credit by teaching your session for the first time?
- 41 sessions carry AIA credit. Of those, 4 have the HSW designation.
 - ❖ Complete the AIA Editable Form to include your AIA membership # & signature
 - ❖ Submit form to sessions@same.org
- Audio recordings of sessions are available post-conference in the ASC. You may view and claim credits for these sessions.

When are your final PPT presentations due?

- a) October 31
- b) I can bring it on a thumb drive to SBC
- c) November 14
- d) Why do I need a PPT?



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

Let's Pause for Questions

Up Next: SSC & SRR

QUESTIONS?

ANSWERS!



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

SPEAKER SERVICE CENTER

Emails sent lead to here...



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

Speaker Service Center (SSC)

Speaker Service Center

An email with login information has been sent to speakers and moderators. If you did not receive your invite, please send an email to sessions@same.org

Take advantage of the following online features designed to assist you in preparing for your session(s).

- Register for the Conference
- Update Profile
- Upload Photo
- Download Speaker Documents

PLEASE SIGN IN

Email:

Password:

Sign In

[Forgot Password?](#)

To access the SSC visit: https://www.samesbc.org/ssc_login.cfm

Login: {{SPEAKER_EMAIL}}

Password: {{SPEAKER_PASSWORD}}

IMPORTANT FIRST STEPS:

Accept the Speaker Agreement: Individuals wishing to speak at any SAME event must agree to the Speaker Agreement, the SAME Code of Conduct, and Health & Safety Policies.

Register for the Conference: All speakers must register for the conference. You must register through the SSC to receive the special speaker registration rates. Click on "SSC - Speaker Registration Form" on the side navigation bar to register. If you have already registered, let us know - we will change your registration to Speaker and issue any refunds if necessary.

Speaker/Moderator Registration Rates	SAME Member	Non-Member
Uniformed Service/Government Civilian	\$125	\$125
Industry	\$525	\$631
Day of Speaking Engagement	Complimentary	Complimentary

Update your Profile: Log in to the SSC to view/verify/correct your profile information. You can enter/update your biography (150 words max) which will be used by the moderator to introduce you and will be on display to attendees. Also please add or update a photo.

Make Hotel Reservations: Speakers must reserve their own accommodation. Please see the [Travel and Lodging](#) page for detailed information on making hotel reservations. Rooms sell out quickly, so book as soon as possible. Make your reservation by **August 31**. Room blocks will fill quickly and you want to ensure that you have a hotel room.

What's next?

August 31 - all Speakers and Moderators should be added to your session profile. This information will be used in the printed SBC program. Note: information received after this date



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SAME SAMESBC.ORG



SAMESBC.ORG

[f](#) @SAMENATIONAL

[X](#) @SAME_NATIONAL | #SAMESBC24

[in](#) "SOCIETY OF AMERICAN MILITARY ENGINEERS"

SPEAKER READY ROOM R05

Is where you check in...



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

Speaker Ready Room

Room R05

Hours of Operation:

- Wednesday, November 20: 8:00 a.m. – 5:00 p.m.
- Thursday, November 21: 8:00 a.m. – 5:00 p.m.
- Friday, November 22: 8:00 a.m. – 12:00 p.m.

The Speaker Ready Room is where you:

Check-in so that we know you have arrived (20 minutes before your session)

Get any questions answered you may have about your presentation

Preview your presentation

Meet with your co-presenter(s)/moderator



Your SRR Team



Belle Febraro –
overall management,
Session
presentations
a.k.a. Ding Dong
Belle



Karen Offringa –
room set-up,
volunteers, MST &
session
presentations
a.k.a. Special K



Seth Ivey – session
presentations, room
set-up



Ree Miskimon –
session presentations



Sarah Feighery –
session presentations



Mike – G-Drive &
session
presentations
a.k.a. Magic Mike



Chuck – AVFX Tech,
polling



Dierdre (Session
Monitor Captain) –
volunteers, room
counts, room refresh



2024 FEDERAL
SMALL BUSINESS
CONFERENCE

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



SAMESBC.ORG



@SAMENATIONAL



@SAME_NATIONAL | #SAMESBC24



"SOCIETY OF AMERICAN MILITARY ENGINEERS"

Let's Pause for Questions

Up Next: Polling & Evaluations

QUESTIONS?

ANSWERS!



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SAME SAMESBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

POLLING & EVALUATIONS



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



SAMESBC.ORG

 [@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

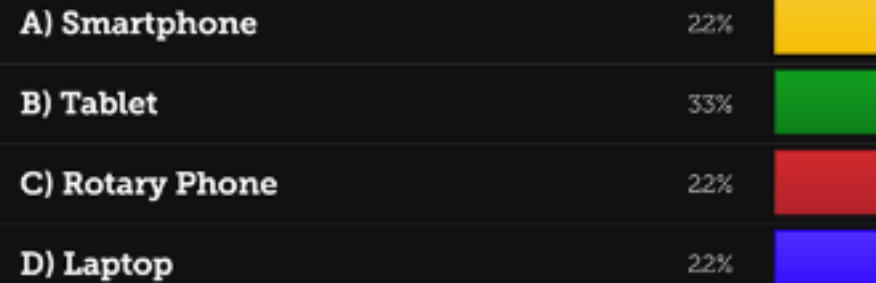
 [@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)

 ["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

Create your polling slides

The Audience Response System uses mobile devices as the user interface for the audience to respond to live polls.

Which of these devices is Conferences i/o NOT compatible with?



Multiple Choice / True-False

Keep questions & answers short. You'll get more responses if the audience doesn't have to do a lot of reading.

A maximum of 5 answer choices

Images will not appear on active polling slides

- Use the “Poll Question” slide layout
- Insert the question in the “title box”
- Insert the answers in the “content” box

If there is a correct answer, make a note of it in the slide’s “Notes” section.

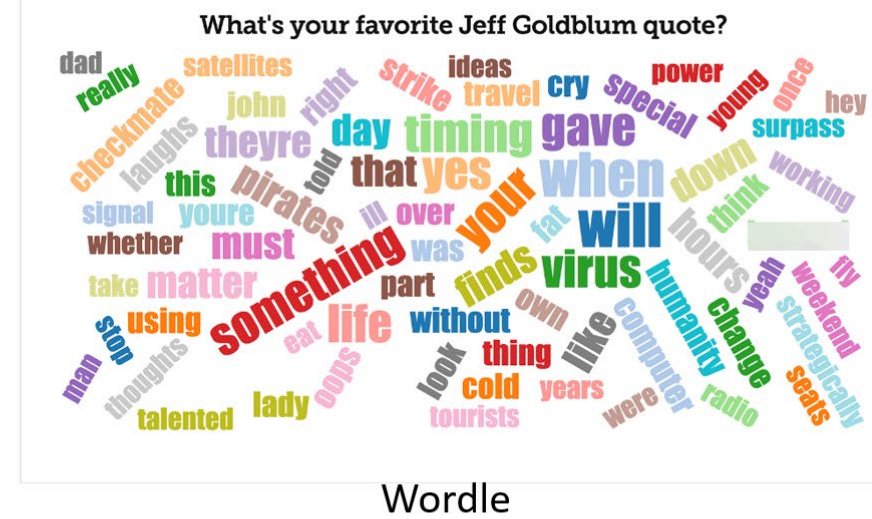
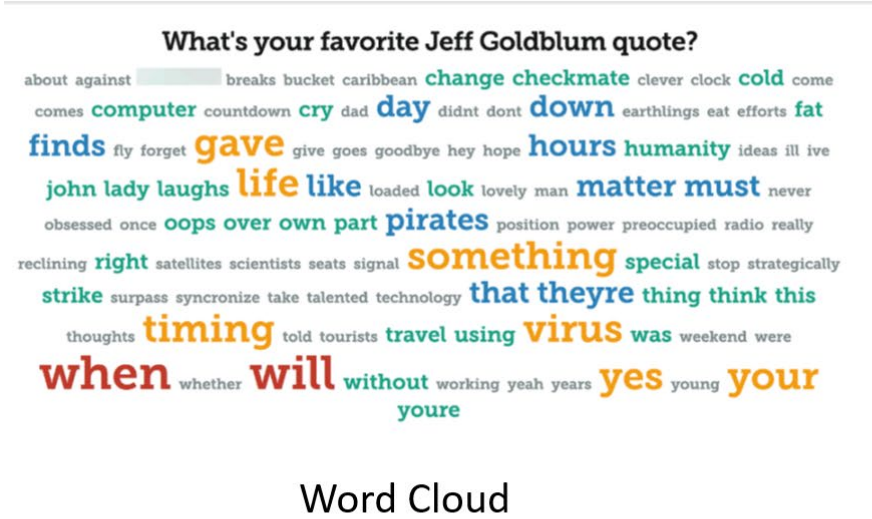
Let's see who is in the audience...who do you represent

- a) Active Duty Military/Government
- b) Small Business
- c) Medium Business
- d) Large Business
- e) Retired



Open-ended Questions

- Use sparingly. The less people have to type, the better chance of a response.
- Use “short answer” option for Word Cloud or Wordle.
- Phrase questions to promote short responses.



All Polling presentations must be uploaded through the SSC by November 14

- All polls will have a 30-second automatic timer.
- Any changes required after November 14, **MUST be made on-site in the Speaker Ready Room. We will NOT accept an updated copy of your presentation.**
- Review your presentation in the Speaker Ready Room at **least 4 hours** before your session and practice initiating the polls. This will give the tech time to ensure that your presentation works seamlessly.





2024
FEDERAL
SMALL
BUSINESS
CONFERENCE

STRENGTH
in Partnership

SAME [SAMESBC.ORG](https://www.samesbc.org)

 **conferences i/o**



or browse to
[same.cnf.io](https://www.same.cnf.io)

This is an interactive session.

To participate, use your mobile device:

[sbc.cnf.io](https://www.sbc.cnf.io)

Or scan the QR Code

- Find the session.
- The presenter will unlock the poll(s) during the presentation.
- Please complete a brief Evaluation Survey at the end of the session.

POLLING DEMO



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SAME SAMESBC.ORG



SAMESBC.ORG

[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://hashtage.com/SAMESBC24)

[in](https://www.linkedin.com/company/society-of-american-military-engineers) "SOCIETY OF AMERICAN MILITARY ENGINEERS"

SESSION EVALUATIONS



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://samesbc.org)

[@SAMENATIONAL](https://www.facebook.com/samenational)

[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://hashtage.com/SAMESBC24)

[in](https://www.linkedin.com/company/society-of-american-military-engineers) "SOCIETY OF AMERICAN MILITARY ENGINEERS"

THANK YOU

Please complete a brief survey about this session. Your feedback will help us improve future programming for SBC.

 **conferences** i/o



or browse to
same.cnf.io

Will you submit polls as part of your presentation?

- a) YES, I plan to
- b) I didn't think about it until now
- c) Seems way to complicated



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)

[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://www.instagram.com/SAMESBC24)

["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/SOCIETY-OF-AMERICAN-MILITARY-ENGINEERS)

Any Last Questions?

Up Next: Other SBC
Highlights

QUESTIONS?

ANSWERS!



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC24

"SOCIETY OF AMERICAN MILITARY ENGINEERS"

Current Facts and Figures

Total registrants: 4,121

- Government: 10%
 - Most government have not yet registered. Final is typically around 20%
- Small Businesses: 47%
- Med Businesses: 24%
- Large Businesses: 19%

Total exhibiting/sponsoring orgs: 604



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)

[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)

"SOCIETY OF AMERICAN MILITARY ENGINEERS"



Navigating the Convention Center

GROUND LEVEL

FIRST FLOOR



Great Hall:

General Sessions

Army Mega Session

Halls B-D

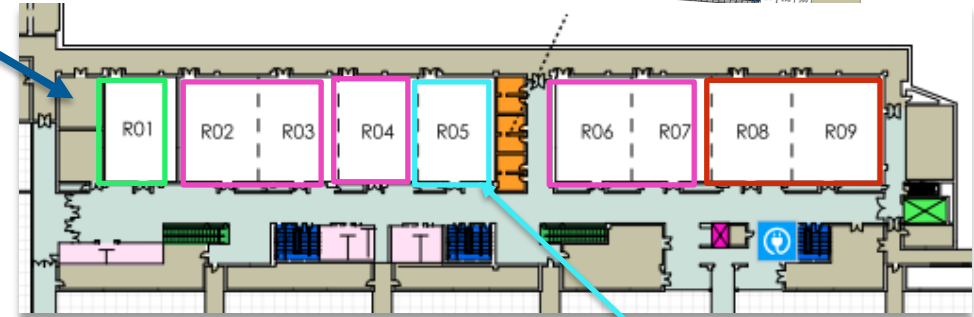
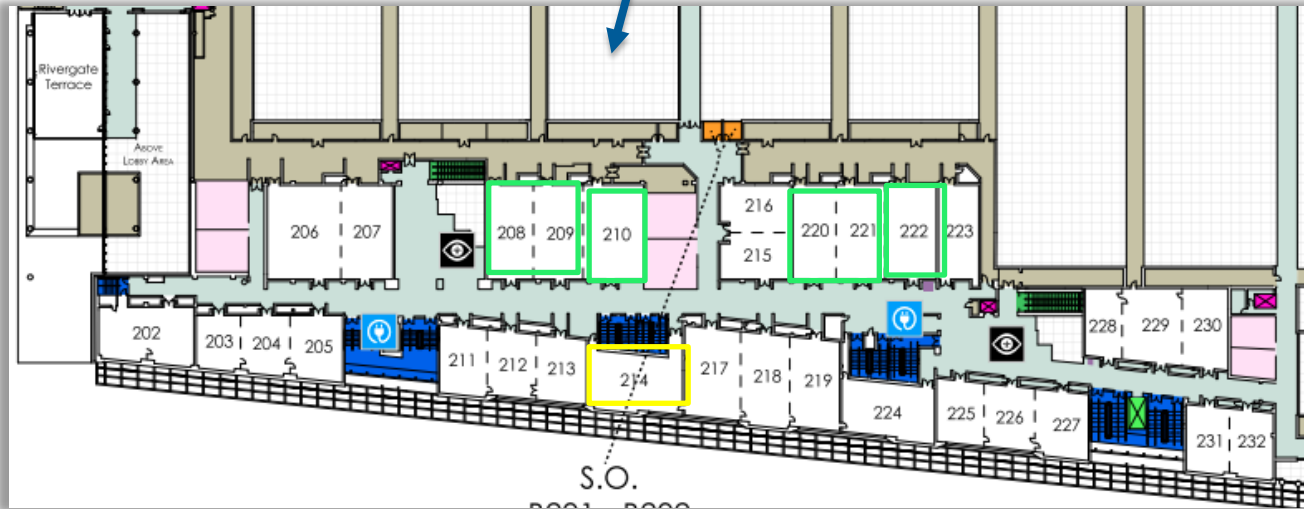
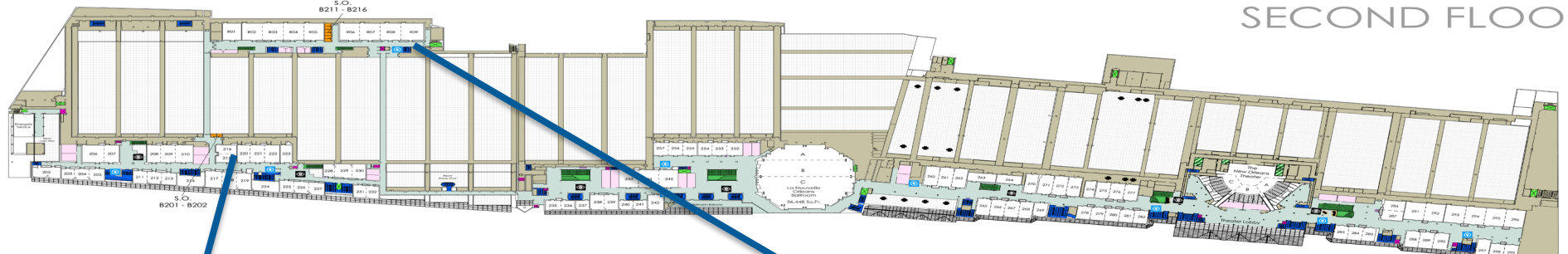
Exhibits

Matched Networking

Micro Session Theater

Session Rooms

SECOND FLOOR



R01
• Govt Perspectives

R02-03
• Biz Ops 1

R04
• Biz Ops 2

R05
• Speaker Ready Room

R06-07
• Biz Ops 3

R08-09
• Mega Sessions

- 208-209 = Advanced Biz & Procurement
- 210 = Entering the Federal Marketplace
- 214 = IGE Roundtables
- 220-221 = Mktg & Biz Development
- 222 = Regulations, Rules & Govt Framework

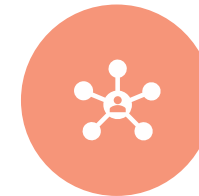
Matched Networking



15-minute appointments



Located in the Exhibit Hall



Companies or agencies act as hosts, complete a profile, get matched with other attendees



Must be an Exhibitor to serve as a Host



Any attendee can request an appointment with a Host



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)

[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://www.instagram.com/SAMESBC24)

[in](https://www.linkedin.com/company/society-of-american-military-engineers) "SOCIETY OF AMERICAN MILITARY ENGINEERS"

Networking – Activities

Networking Receptions in Hall

- Wednesday, November 20 | 5:30 – 7:00 p.m.
- Thursday, November 21 | 4:30 – 6:00 p.m.

Lunch Daily in Hall

- Wednesday, November 20 | 11:30 a.m. – 1:00 p.m.
- Thursday, November 21 | 12:00 p.m. – 1:30 p.m.
- Friday, November 22 | 11:30 a.m. – 12:30 p.m.



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)



[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)



[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)



["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

Get The Big Picture

Wednesday General Session

- Wednesday, November 20 | 9:00 – 10:30 a.m.
- Service Engineering Chiefs

Thursday General Session

- Thursday, November 21 | 9:00 – 10:30 a.m.
- Carlos Del Toro, Secretary of the Navy
- Kyle Scheele, Innovation Expert
- Small Business Awards



**2024 FEDERAL
SMALL BUSINESS
CONFERENCE**

NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
**STRENGTH
in Partnership**
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)



[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)



[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)



["SOCIETY OF AMERICAN MILITARY ENGINEERS"](https://www.linkedin.com/company/society-of-american-military-engineers)

What Else Do I Need To Do

TODAY – Register if you haven't done so

October 31 – Upload Draft PPT Presentation

November 14 – Upload Final PPT Presentation



Other Preparation Tools/ Opportunities

Attendee
Orientation
Webinar

Tuesday, October 29
3:00-4:30 p.m. ET

SBC APP

Available soon on your mobile device!

Itinerary
Builder

Find in the Attendee Service Center
(ASC)

New
Member/First
-Time
Attendee
Meet & Greet

Tuesday, November 19 (at SBC)
3:30 – 5:00 p.m.

RSVP when registering. If already registered, email
registration@same.org to request it be added

Last Chance for Questions

or send them to
sessions@same.org

QUESTIONS?

ANSWERS!



NOVEMBER
20-22 • 2024
NEW ORLEANS • LA
STRENGTH
in Partnership
SME SAMESBC.ORG



[SAMESBC.ORG](https://www.samesbc.org)

[@SAMENATIONAL](https://www.facebook.com/SAMENATIONAL)

[@SAME_NATIONAL](https://twitter.com/SAME_NATIONAL) | [#SAMESBC24](https://twitter.com/SAMESBC24)

[in](https://www.linkedin.com/company/society-of-american-military-engineers) "SOCIETY OF AMERICAN MILITARY ENGINEERS"

What you've all
been waiting for...

Drink Ticket drawing

