

# Workshops deal with federal contracts, social media

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**LYNN** — Space is filling up for a free morning workshop series on Tuesday, Dec. 8, sponsored by the Economic Development and Industrial Corporation of Lynn, the Service Corps of Retired Executives and the Lynn Area Chamber of Commerce.

The workshop will deal with “How to Land a Contract with the Federal Government” and “Social Media: How to Make It Work for Your business.”

The seminar will be held at the chamber’s office at 583 Chestnut St., beginning at 8 a.m.

It is open to all — chamber members, non-members, start-ups and entrepreneurs — free of charge.

The first session, “How to Land a contract with the Federal Government,” is from 8-9:30.

“Any business can register to become eligible to land a contract with the federal government; the process is cumbersome but the reward is worth the effort,” said chamber president/CEO Leslie Gould.

“Our mission as a Chamber of Commerce is to seek opportunities for our members and the greater business community.

Offering a workshop on how to potentially grow your business whether you’re a baker, a window washing company or a printer, every product and service business is a candidate to land a government contract.

“This workshop will break down each step to make it happen,” she said.

The second session, “Social Media: How to Make It Work for Your Business,” is from 10-11:30.

“Most small businesses we speak with struggle to incorporate social media into their daily, weekly or even monthly work routine,” Gould said.

“Business owners we speak with don’t know which social media format may get best results for their business or are not trained on how to use it.

“We’re offering an overview to decipher which social media format will work best for your business.”

All participants are encouraged to follow up the workshops with free business counseling with the Service Corps of Retired Executives’ counselors any Thursday at the LACC office, Gould said.

Registration is limited to the first 20 participants and space for both sessions is limited, and a light breakfast and lunch refreshments will be served.

Attendees must RSVP to the LACC at 781-592-2900 or email [info@LynnAreaChamber.com](mailto:info@LynnAreaChamber.com).

For more information about events and benefits of membership please go to [www.LynnAreaChamber.com](http://www.LynnAreaChamber.com).