



Spring into Action 2016 Women Business Owners (WBO) Seminar/Workshop Series

Join us for our 2016 Spring into Action series. The series was developed in response to an overwhelming request for programming that speaks to individuals who have just launched or who are thinking about launching their own business and is relevant to business owners at ALL stages of growth. The series focuses on how to be innovative and disruptive, while maintaining productivity and growth. Our monthly sessions will be held on Monday or Tuesday evenings from 5:30 – 8:00 PM at the Tysons Corner offices of our venue sponsor, Venable, LLP. Each session is designed to be interactive and educational with take-away action items for next steps. The session will include a light meal, networking, featured speaker or panel discussion and group mentoring. The following sessions are planned for Spring 2016:

Seminar/ Topic	Seminar Series Date/Time
Session 1: Communicating, Writing, and Winning: An Insider's Guide to the Proposal Process	Tuesday, April 26, 2016 5:30 – 8:00 PM
Session 2: Protecting Your Business: Navigating Contracts and Beyond	Tuesday, May 31, 2016 5:30 – 8:00 PM
Session 3: Avoiding the Pitfalls of Bringing Visibility to Your Business	Monday, June 20, 2016 5:30 – 8:00 PM

Session #2: Protecting Your Business: The Nuts and Bolts of Navigating Contracts and Beyond Tuesday, May 31, 5:30 – 8:00 PM

Are you a business owner or aspiring business owner? Then this session is for you. Learn how to protect your business and your assets through this engaging and interactive session. You will have an opportunity to learn from legal experts in the field of government and commercial contracts. Our highly accomplished guides, Rebecca Pearson and Caroline Klocko, from Venable, LLP will share the "nuts and bolts" of navigating contracts and provide insight on avoiding common pitfalls in business.

Rebecca Pearson, Partner

Rebecca Pearson focuses on government contracts law. She assists clients in government contract litigation; contract award protests before the Government Accountability Office and federal courts; administrative claims before agency boards of contract appeals; representation before the Department of Justice and federal courts on civil matters involving government contractors; and civil litigation in federal courts involving government prime contractors and subcontractors. Ms. Pearson also counsels clients on matters involving contracts including defective pricing and cost allowance questions, teaming agreements, legal and regulatory compliance and ethics, and small business issues. She has significant experience with due diligence in connection with the merger and acquisition of government contractors, as well as post-transaction matters such as novations. Ms. Pearson's extensive experience as an Air Force attorney in federal litigation and client counseling, and in interfacing with other federal agencies, provides her with an invaluable "insider's" perspective and proven skills to render timely and effective assistance to clients in a wide variety of government contracts matters.

Caroline Klocko, Associate

Caroline Klocko is a member of Venable's Corporate Group in Washington, DC. Prior to joining Venable, Ms. Klocko worked at a prominent law firm where she counseled domestic and international clients on a broad range of corporate transactions, including stock and asset acquisitions, corporate formation and governance, and other general corporate matters. She also provided counsel on a wide range of advertising, sweepstakes and promotions, corporate endorsement and sponsorship, social media marketing, FTC regulatory, false advertising, technology and privacy matters. Prior to her law career, Ms. Klocko worked in the technology sector, where she worked with start-up, social media, and Internet media companies. Ms. Klocko earned her J.D. from University of Virginia School of Law, where she was the executive editor and founding member of *Virginia Journal of Criminal Law*. She earned her B.S. in Business Administration from Georgetown University.



Registration and Information

To register, please visit www.womenintechnology.org (look for the upcoming events section).

The Women Business Owners Special Interest Group (WBO SIG) offers owners of technology-related companies (*see list below) a confidential environment for networking, learning, and discussing business trends, ideas and solutions, specifically related to growing their businesses. Our programs are designed to appeal to WBO's whose businesses are at different stages of development (thinking about it, launched it, flying high, reinventing it). For more information, contact: WBO Chair, Arti Patel Varanasi at avaranasi@advancingsynergy.com or WBO Vice Chair, Robin McDougal at rmcdougal@e-glam.biz. **Special thanks to our venue sponsor, Venable, LLP.**