



**Johnson Consulting Services LLC**  
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**Alina J. Johnson CIO/Owner**  
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**Instructor:** *Alina J. Johnson MSI*

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**Title:** **Certifications & Contracting**

**M W F 10-NOON or 6:30 – 8:30 p.m. EST**

**Course Description:**

**This two-hour virtual course is intended for business owners who wish to acquire a basic understanding of the contracting and certification process, including but not limited to definitions and terms; what is needed; registrations; numbers that are not financial; the capability statement; reading search results; and becoming comfortable with the lingo of the procurement world. Further, you will learn about the many benefits of becoming certified and discuss our background and business goals.**

**The principal objectives of this course is to provide the basic information needed to go out and begin contracting with the various levels of government and other entities that (sub)contract with small businesses. In this course, you will learn where to search for more information than what can be provided in 2 hours, but also will be given resources to assist you as you complete your business certifications. We will also go to various websites and will be shown how to “read” through solicitations, and how to list your business as a subcontractor. The goal is to build a strong community of business owners who can support one another as we strengthen our businesses and bottom line.**

**About the Company:**

The mission of Johnson Consulting Services LLC is to provide professional consulting services that produce positive results and exceed expectations. Principal and CIO/Owner Ms. Johnson is a STEM and business scholar, having paid for her education (4 computer certifications, 2 honors business degrees, and a master degree in Information Science) with various education and community grants and scholarships; a community warrior, who previously served on three Detroit nonprofit executive boards and whose advocacy was recognized by a State Senator, two Detroit mayors, and Detroit City Council; and, a public servant who served twice in AmeriCORPS and at three federal agencies. Her work has been recognized by federal leaders, including the Comptroller General of the U.S. Her passion is helping businesses and organizations reach their ambitions and goals, and to help families with college-bound students reduce/eliminate debt. A goal of Johnson Consulting Services LLC is to help interested others find and keep money in their pocket and in the bank, with expert strategies aimed at reducing or eliminating debt.