



Signature Workshops | 2026 Courses & Trainings

Company Overview

Advantage Education Partners (AEP), the educational and training arm of Anderson Consulting Group, delivers high-impact business training designed to transform entrepreneurial behavior that leads to measurable outcomes. While Anderson Consulting Group advises small business owners on their organizational development strategies, AEP focuses on practical, results-oriented workshops that strengthen business readiness, capacity, and growth.

AEP's approach is rooted in delivering actionable content that prepares entrepreneurs and nonprofit leaders to thrive competitive spaces – especially when pursuing government contracts, public/private partnerships, or institutional funding. Our curriculum combines subject-matter expertise with interactive facilitation, templates, and post-session tools that support real-world application.

Integrated Business Principles for Sustainable Growth

At **Advantage Education Partners**, we believe that whether operating as a **for-profit enterprise** or a **nonprofit organization**, the fundamentals of **business planning**, **operations**, and **strategy** are **not optional**—they are **essential**. Both sectors demand **clear vision**, **measurable goals**, **fiscal responsibility**, and **strategic execution to achieve sustainability and impact**. Our **training philosophy** is rooted in the conviction that **all leaders**—entrepreneurs, small business owners, nonprofit founders, and executive directors—**must approach their ventures** with the mindset and structure of a well-run business. Through intentional planning, strategic positioning, and informed decision-making, organizations of all types can grow, scale, and serve their communities effectively. **Our curriculum reflects** this unified approach, equipping learners with tools and frameworks that transcend tax status and support sound business practice at every level.

Each workshop includes a digital workbook, editable templates, and a follow-up consultation opportunity.

To inquire about booking, customization, or private training packages, contact:

kendra@andersonconsulting.group

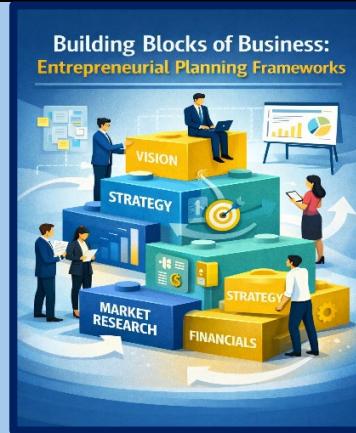
(330) 551-3012



Course	Contract Ready: Mastering Government Procurement
Audience	Entrepreneurs and small business owners seeking to do business with government entities and prime contractors through competitive RFPs and procurement pathways.
Course Objective	This course equips participants with the essential knowledge and tools to prepare for government contracting opportunities. It provides practical instruction on pre-bid planning, capability statements, and bid response structure, preparing businesses for the competitive B2G landscape.
Learning Outcomes	By completing this course, learners will be able to: <ul style="list-style-type: none">➤ Identify and interpret key sections of government RFPs and solicitations (procurement-basics)➤ Develop a capability statement tailored to contracting opportunities (#business-identity)➤ Conduct readiness assessments to identify internal gaps before bidding (#contract-readiness)➤ Understand registration requirements, certifications, and compliance (#B2G compliance)
Modules	<ol style="list-style-type: none">1. Understanding B2G Contracting & RFP Basics.2. Bid Readiness Checklist and Pre-Screening.3. Developing Your Capability Statement.4. Navigating Registration Portals and Certifications.5. Intro to Bid Submission & Response Planning.
Learning Modalities	This course uses an applied-learning model that combines live instruction with real-time document development, small-group scenarios, and ready-to-use templates. Benefits: <ul style="list-style-type: none">✓ Workshop-Based Learning✓ Case Study Review✓ Scenario-Based Problem Solving✓ Self-Assessment + Peer Feedback
Delivery Formats	Available in In-Person, Virtual (Live Zoom) or Hybrid. Custom delivery options available for organizations or cohorts.

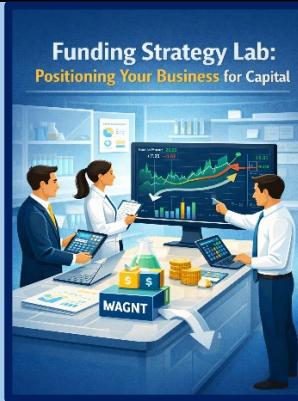


Course	Post-Award Power Moves: Compliance & Reporting Essentials
Audience	Awarded vendors and business owners responsible for managing government contracts or foundation grants.
Course Objective	This course demystifies post-award responsibilities by equipping participants with the tools to manage contract compliance, reporting, and documentation effectively.
Learning Outcomes	<p>By completing this course, learners will be able to:</p> <ul style="list-style-type: none"> ➤ Track and manage deliverables in accordance with contract obligations (#post-award compliance) ➤ Build and maintain a reporting calendar aligned with funder expectations (#funder communication) ➤ Prepare narrative and financial reports using real-world examples (#performance tracking) ➤ Understand audit-readiness and documentation best practice (#grants management)
Modules	<ol style="list-style-type: none"> 1. Understanding Post-Award Requirements 2. Deliverables Management & Timeline Tracking 3. Narrative & Financial Reporting Templates 4. Compliance Monitoring & Audit Prep 5. Reporting to Government and Philanthropic Funders
Learning Modality	Workshop-based learning with real-life scenarios, template walkthroughs, and group report drafting.
Delivery Format	In-Person preferred: Virtual and Hybrid options available upon request.

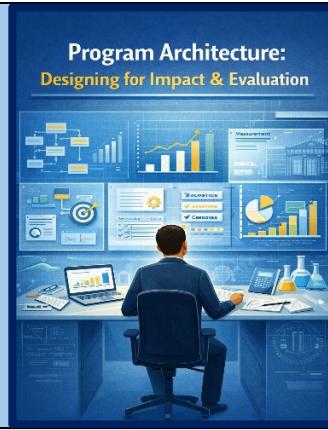


Course	Building Blocks of Business: Entrepreneurial Planning Frameworks
Audience	Early-state entrepreneurs and nonprofit founders seeking to organize, launch, or reposition their ventures.
Course Objectives	This course provides a hands-on walkthrough of business planning frameworks, guiding participants in structuring their business model, defining value propositions, and building financial clarity.
Learning Outcomes	By completing this course, learners will be able to: <ul style="list-style-type: none"> ➤ Identify key components of a lean business model (#business structure) ➤ Create basic cost projections and revenue planning (#mission modeling) ➤ Draft or revise their business plan using a real-time planning canvas (#strategic planning)
Modules	<ol style="list-style-type: none"> 1. Defining Your Vision, Mission & Value Proposition 2. Business Model Canvas & Organizational Design (<i>example attached</i>)¹. 3. Cost Estimating and Revenue Forecasting 4. Legal Structure & Startup Planning 5. Drafting a Fundable Business Plan
Learning Modality	Facilitated planning labs with visual frameworks, live feedback, and structured group sharing.
Delivery Format	In-Person preferred: Virtual and Hybrid options available upon request.

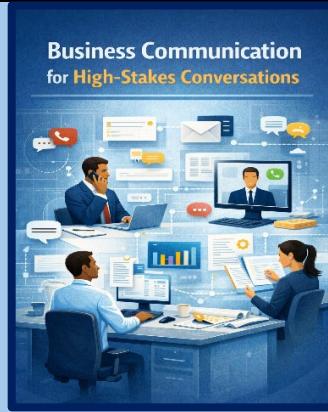
¹ <https://iammoulude.com/2020/06/13/fill-in-a-business-model-canvas-some-real-life-examples/>
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Course	Funding Strategy Lab: Positioning Your Business for Capital
Audience	Entrepreneurs, nonprofit leaders, and grant-seeking organizations in pursuit of aligned capital sources.
Course Objective	This course introduces strategic funding alignment methods of helping participants identify funders, articulate value, and build a diverse funding strategy.
Learning Outcomes	By completing this course, learners will be able to: <ul style="list-style-type: none">➤ Identify categories of funding appropriate to their sector and readiness (#funding pathways)➤ Develop a funding calendar and research strategy (#capital timing)➤ Write a basic letter of interest or concept note (#funding pitch)➤ Package their business story for funders and donors (#storytelling)
Modules	<ol style="list-style-type: none">1. Mapping the Funding Landscape2. Assessing Your Funding Readiness3. Building a Funder Research Tracker4. Letters of Interest & Fundable Language5. Creating Your Annual Funding Strategy
Learning Modality	Interactive group research, guided narrative development, and collaborative funding plan mapping.
Delivery Format	In-person preferred: Virtual and Hybrid options available upon request.



Course	Program Architecture: Designing for Impact & Evaluation
Audience	Nonprofit Managers, program designers, and service-based entrepreneurs building impact-driven initiatives.
Course Objective	This course teaches the essentials of program structure, evaluation, and logic models to ensure service delivery leads to measurable outcomes.
Learning Outcomes	By completing this course, learners will be able to: <ul style="list-style-type: none">➢ Design clear and fundable program components (#program design)➢ Draft a logic model that aligns with outcomes (#impact mapping)➢ Set SMART objectives and indicators of success (#evaluation planning)➢ Integrate data tracking into program delivery (#continuous improvement)
Modules	<ol style="list-style-type: none">1. Needs Assessment and Community Fit2. Logic Model Development3. Goal Setting & SMART Objectives4. Program Implementation Timeline5. Evaluation Tools and Indicators
Learning Modality	Hands-on logic model development with group ideation, strategy templates, and feedback sessions.
Delivery Format	In-Person preferred ; Virtual and Hybrid options available upon request.



Course	Business Communication for High-Stakes Conversations
Audience	Entrepreneurs and business owners seeking to enhance oral, written, and presentation skills for professional settings.
Course Objective	This course equips learners with practical business communication strategies that improve confidence and clarity when interacting with government officials, funders, or strategic partners.
Learning Outcomes	<p>By completing this course, learners will be able to:</p> <ul style="list-style-type: none"> ➢ Deliver an effective business introduction or capability statement (#verbal communication) ➢ Write concise, professional emails, and funding inquiries (#written skills) ➢ Conduct confident follow-ups and pitch conversations (#stakeholder engagement) ➢ Use templates and scripts for high-stakes meetings (#communication tools)
Modules	<ol style="list-style-type: none"> 1. Principles of Business Communication 2. Professional Email & Letter Templates 3. The Verbal Pitch & Capability Statement 4. Role Play & Real-Time Feedback 5. Stakeholder Communication Toolkit
Learning Modality	Scenario-based learning with peer role play, scripts, and live facilitation to build confidence and clarity.
Delivery Format	In-Person preferred; Virtual and Hybrid options available upon request.

² **IMAGES:** OpenAI. (2026). Image created with ChatGPT (Image Generator GPT). Generated via DALL-E based on custom prompt. February 2026.