

## UIDA Business Services, IBM & Falmouth Institute Present:



### **The Falmouth Institute Scholarship**

*Sponsored by IBM & Falmouth Institute*

*Presented by UIDA Business Services*

This scholarship will assist in the continued growth and development of Native American businesses. UIDA Business Services and IBM have partnered with Falmouth Institute to award scholarships to successful entrepreneurs for professional development training. At each upcoming UIDA/IBM "How-To" Business Networking event, one attendee will be awarded this scholarship to further their business education.

For the past 20 years, Falmouth Institute has provided quality, comprehensive education, and information services to the North American Indian community. In that time, they have dedicated their organizational strength toward assisting Native Americans in addressing the challenges faced governing their communities, growing business enterprises and administering laws and regulations.

The Falmouth Institute is proud to have worked with nearly all of the Indian nations in the United States, meeting their complex, ever-changing educational needs and assisting them in refining or restructuring their organizations. Falmouth Institute is best known for delivering in-depth, comprehensive training services on topics ranging from Indian Preference to Budgeting Procedures.

Some of the courses Falmouth Institute offers each year are:

- *Budgeting Basics*
- *Construction Project Management*
- *Designing and Implementing Employee Benefit Plans*
- *Federal Grants and Contract Law*
- *Indian Preference — What Tribal Governments and Enterprises Need to Know*
- *Introduction to Grant Writing for Tribal Organizations*

To review other classes offered, visit Falmouth Institute at:

[http://www.falmouthinstitute.com/public\\_sessions.html](http://www.falmouthinstitute.com/public_sessions.html)

**If you are interested in applying for the UIDA/IBM scholarships or would like more information, please contact Chandera Newby, Project Director, at (770) 494-0431, or via email at [chandera.newby@uida.org](mailto:chandera.newby@uida.org). Please fax the registration form to (770) 494-1236. You must register for an IBM event to apply and be present to win.**

**FALMOUTH INSTITUTE SCHOLARSHIP  
REGISTRATION FORM**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Industry: \_\_\_\_\_

Please tell us about your business.

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What areas of concern do you have regarding your business?

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What type of courses are you interested in taking?

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Please tell us how you would benefit from this scholarship.

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