Business Development for Government Contractors

February 13 (9:30 am – 11:30 pm)
Troy University Dothan Campus
Adams Hall, Room 203/207
Dothan, Alabama 36303

Course Overview: This workshop is designed to delve into a number of considerations a business may make in the pursuit of government contracting.

Topics Covered

- Determining Targets
- Building Contacts
- Developing Relationships
- Searching for Opportunities
- Teaming with other Companies
- Government-oriented Capabilities Statements
- Writing White Papers
- Coordinating Reference Letters
- Intro to Proposal Preparation
- Questions and Answers

Speaker: Jerry Ellison is the State Program Manager for the Procurement Technical Assistance Center (PTAC) program and has years of experience in securing and managing federal contracts. Additionally, he has taught numerous courses and workshops on various contracting topics.

Registration: The program is limited to the first 40 registrations. There is no charge for this program. To register go to http://bit.ly/BusDevTROY. For more information contact Judy Callin (jcallin@troy.edu) or call (334)674-2425.

This event is sponsored by
Troy University’s Small Business Development Center,
PTAC & Center for International Business & Economic Development