

Tuesday
February 3, 2009

Check in: 9:30 to 10:00 a.m.
Seminar: 10:00 a.m. to 12:30
Questions: 12:30 to 2:00 p.m.

Northern Lakes Economic Alliance
1313 Boyne Ave.
Boyne City, MI
Phone: 231.582.6482

REGISTER EARLY!

There is no charge for this seminar but space is limited.

To Register Contact:
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Federal Government Contracting 101



What does it take to become a successful government contractor? What services and resources are available to a small business pursuing the government market? If your company has been considering diversifying into government contracting, this seminar will give you the insight you need.

This seminar will cover these topics and more:

- Classifying your Product or Service using NAICS, SIC Codes, PSC/FSCs
- Getting Registered: CCR and Dynamic Small Business Search
- Small Business Programs: Set-asides, Small Business, Small Disadvantaged Business, 8(a), Veteran Owned, etc.
- Finding Opportunities
- Marketing Strategies: Finding Opportunities, Subcontracting
- PTAC Services