

# Chew On This seminar

*A Lunchtime Webinar Series on  
Selling to the Government*

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## ***Locating Federal Government Opportunities***

**Time: 11:00-noon**

**Date: 9/21/2016**

This 1 hr webinar will provide an overview of what the federal marketplace looks like and how purchasing is conducted; how the government describes products and services they are buying; how a business might fit into the government market (i.e. who the potential customers are); and how to find individual opportunities.

Have lunch with the PTAC from the comfort of your own office and take advantage of this valuable training opportunity at no cost!

Once you are registered, you will receive a confirmation email 24 hrs before the webinar with instructions for how to join the webinar. If you do not receive an email by Sept 20, please contact Cathy Fairbanks at [cathyfairbanks@networksnorthwest.org](mailto:cathyfairbanks@networksnorthwest.org) or call 231.922.3739.



**The NW Michigan PTAC is hosting a series of no cost webinars on Selling to the Government. Each webinar will take place from 11am-noon EST.**

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