



# Federal Acquisition Regulations, Understanding the Basics

## WHEN:

April 11, 2018  
9:00 am - 11:00 am  
(Check-in is 8:30—9:00am)  
All times central

## WHERE:

Forward Financial  
W8159 US-2  
Iron Mountain, MI

- Is your business looking to expand?
- Have you considered selling to the government?
- Are you currently selling to the government but only to one or two agencies?
- Are you missing an opportunity to diversify your customer base?

The federal government market is worth nearly \$100 billion in sales to small businesses each year, but selling to the government is very different than selling to the commercial sector.

This class covers the Federal Government’s rulebook for purchasing goods and services. It assists with navigating Federal Acquisition Regulations (FAR) and it’s supplements, explaining how the FAR applies to you, and using the FAR to your advantage.

## Other classes at this location:

- January 10, Selling to Uncle Sam, Understanding the Government Marketplace
- February 7, Marketing Your Business to the Government
- March 21, Responding to Federal Government Opportunities

## Questions:

In Michigan, contact Don Makowski at (906)789-0558, ext. 1311 or [don.makowski@networksnorthwest.org](mailto:don.makowski@networksnorthwest.org)

In Wisconsin, contact Patricia Sullivan at (920)840-3771 or [patricias@wispro.org](mailto:patricias@wispro.org)

## Presented by:



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