



Selling to Uncle Sam-Understanding the Government Marketplace

WHEN:

October 10, 2018
9:00 am - noon
(Check-in is 8:30—9:00am)

WHERE:

Michigan Works!
Third Floor
400 Quincy St.
Hancock, 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 over \$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 offers potential and existing government vendors a detailed understanding of the government marketplace and players, how this market differs from the standard commercial sector, and tips on selling your products/services to Uncle Sam. It concentrates on navigating government websites, registrations, and small business programs. Additionally, it answers 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 class will give you the insight you need.

Presented by:



Future classes at this location:

- October 31, Marketing Your Business to the Government
- November 7, Responding to Federal Government Opportunities
- November 28, Federal Acquisition Regulations, Understanding the Basics

Questions:

Contact Don Makowski at (906)789-0558, ext. 1311 or don.makowski@networksnorthwest.org

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