
Wednesday
February 22, 2012

Check in: 8:30 to 9:00 a.m.
Seminar: 9:00 to 12:00 p.m.

NMC Aero Park Campus
Parsons-Stulen Building
2600 Aero Park Drive
Traverse City, MI
Phone: 231.929.5076

REGISTER EARLY!
There is no charge for this seminar but space is limited.

To Register Contact:

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Sponsored by:



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: DUNS, CCR and ORCA
- Small Business Programs: Set-asides, Small Business, Small Disadvantaged Business, 8(a), Veteran Owned, etc.
- Finding Opportunities
- Marketing Strategies: Finding Opportunities, Subcontracting
- PTAC Services