



# Prospecting for Government Market Opportunities



THE UNIVERSITY OF ALABAMA®

Whether you are new to government contracting or have been doing it for years, everyone wants to know how to find opportunities. In this webinar we are going to cover the following topics:

DATE:  
Sunday, May 16, 2021  
5:00 PM-6:30 PM CDT

LOCATION:  
**ONLINE/WEBINAR**

FEE: No fee

DETAILS:  
**Once you are registered, we will send you the link for the webinar on the morning of the program.**

[Register Here](#)

- Defining Government Market Opportunities
- Prospecting from a “Big Picture” perspective
- More facts on federal open market prospecting
- How to find and capture leads
- Other best practices
- Prospecting other opportunities
- Wrap up

Our speaker is Pamela Harris, Procurement Specialist for the Procurement Technical Assistance Center (PTAC) in Birmingham. She has years of experience as a government contracting proposal manager and small business consultant. In addition, she is a Certified CVE Verification Counselor with the Department of Veterans Affairs.

Seating is limited! [Click Here to Register Online.](#)  
Please contact Pamela Harris for more information:  
205-441-0243 or [pamela.harris@ua.edu](mailto:pamela.harris@ua.edu)