



Business Development Webinar

Join us Monday, October 11, 2021 at 10:00 a.m. for a very informative webinar on government business development!



THE UNIVERSITY OF ALABAMA®

DATE: Monday,
October 11, 2021

TIME: 10:00 a.m.

LOCATION: On-Line

NO FEE

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Course Overview: This webinar is designed to introduce a series of topics a business may visit in the pursuit of government contracting.

Topics Covered

Determining Targets

Building Contacts

Developing Relationships

Searching for Opportunities

Teaming with Other Companies

Government-oriented Capabilities Statements

Writing White Papers

Coordinating Reference Letters

Questions and Answers

Speaker: Jerry Ellison is the State Program Manager for the Procurement Technical Assistance Center (PTAC) program and has years of experience in securing and managing federal contracts. Additionally, he has taught numerous courses and workshops on various contracting topics.