Business Development Webinar

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

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.