

A Business Growth Acceleration Training Series: A Success Model for Business Capture



**Training
Event
Location**

Howard University School of Business Auditorium
2600 6th Street, NW • Room 235 • Washington, DC

Small and mid-sized government contractors require proven solutions that will help them win new business. SBA, DC-PTAC and DSBDC are sponsoring 3 powerful training sessions that will accelerate growth.

SESSION 1 DEVELOPING THE VALUE PROPOSITION • WEDNESDAY, 10.14.15 • 1PM-4PM

This session teaches techniques for establishing uniqueness in the government market. It provides framework for developing a relevant value proposition and succinct “elevator pitch”.

SESSION 2 ENGAGING IN STRATEGIC CAPTURE • WEDNESDAY, 10.21.15 • 1PM-4PM

This session is designed to introduce proven and effective tactics for capture. It includes providing a system for identifying, analyzing and pursuing high win probability contract opportunities.

SESSION 3 ACHIEVING SUCCESSFUL PARTNERSHIPS • WEDNESDAY, 10.28.15 • 1PM-4PM

This session teaches the principles and strategy for succeeding with large prime contractors. It provides the steps to take get a funded subcontracts and access to new business opportunities.

Click Here to Register