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**To:** [Kester, Tonykester@aging.sc.gov](mailto:Kester, Tonykester@aging.sc.gov)  
**Date:** 7/27/2015 2:09:02 PM  
**Subject:** Federal Contracting Boot Camp - August, 19th and 20th, 2015 Durham, NC. Early Registration Discount.

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**Register today to secure your seat and take advantage of early registration discounts!**

## **Federal Contracting BootCamp - Early Registration Discount**

Interested in gaining a better understanding of Federal business opportunities? Please consider registering for [BootCamp](#), where we immerse you in the Federal Proposal culture and work with you to develop a Business Development plan. In this **two day** workshop you will begin developing a *Plan of Action* that will help you compete for Government contracting opportunities. If you are exploring government contracting, this workshop will introduce you to available options.

### **Course Description**

The BootCamp is two full days of training.

Day One topics include; Government Commerce, Finding Business, Intelligence Gathering and the GS

Day Two topics include; Strategic Planning, Marketing, Teaming, Bid/No bid Determination and Plan of Action

Please visit our website for [a complete course outline](#).

### **Who Should Attend?**

As a guide, typical participants include;

- Principles, new to Government Contracting
- New Government Contract Management team members
- Experienced contract professionals seeking to expand into other government arenas (GSA Schedule)
- Individuals who wish to expand their government contracting knowledge
- Educators interested in improving curriculum
- Business Development professionals interested in learning about government opportunities
- Those interested in understanding what and how the government buys

### **Event Schedule**

**[Click here to review the course outline and/or register for August. 19 & 20](#)      Location - Durham, NC**

### **Event Costs**

\$1,200 per person

## **Early Registration Discount**

**Individuals, register before August 3rd** for \$960. (20% discount) **Discount will be applied at registration.**

**Group Discounts available** for groups of 3 or more.

*Registration fees are non-refundable. Should you need to reschedule or cancel, a credit will be issued toward any future HLC service. acceptable with advanced notice (48 hours) to [rwatlington@hlcgovservices.com](mailto:rwatlington@hlcgovservices.com).*

**Questions? Please visit [hlcgovservices.com](https://hlcgovservices.com) or contact us at 919-286-7887.**

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