

From: government@hlc-govservices.com <government@hlc-govservices.com>
To: Kester, Tonykester@aging.sc.gov
Date: 11/24/2014 12:11:02 PM
Subject: Federal Contract Training - Two Courses to Get Your Business Development Efforts Moving in 2015

Hello,

Considering a business development plan that includes the Federal marketplace? HLC Government Inc. has been empowering businesses since 2008. We accomplish this by providing training, consulting and federal contracting services. Our training programs are designed to shorten the learning curve, increase knowledge and help you avoid common mistakes. Mistakes that cost organizations hundreds of per hours annually.

Here are a couple of our most popular courses. Both courses will quickly pay for themselves by saving your team members time and effort.

Please visit our website to see all of the services we offer, www.hlcgovservices.com. Feel free to contact us if you have questions or would like more information.

Kind regards,

Bobby Caddell

bcaddell@hlcgovservices.com

Introduction to Government Contracting

Are you interested in competing for **government dollars**?

Want to understand how to get prepared and seek Federal contracts?

This online course is “**what you need to know**” to get started.

You will gain understanding in the government's procurement process and how you can begin seeking business opportunities within the Federal marketplace. You will also understand how to qualify for special business certifications, which increase visibility in the Federal arena.

The webinar will be presented on the dates below, in TWO (2 hour) SEGMENTS. Please follow the link in the course outline for more information on content, the webinar schedule and how to register.

Register by Nov. 28th to take advantage of our early registration discount (20%)!

December 17th

[Click here to view the course outline.](#)

[Early Registration and group discounts available!](#)

Federal Contracting BootCamp

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

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

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 vs. RFPs)
- 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 Feb. 4 & 5th](#) **Location - Durham, NC**

Event Costs

\$1,200 per person

Early Registration Discount

Individuals, register by January 9th and receive a 20% discount (\$960). **Discount will be applied at Checkout!**

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. Registration to another party is acceptable with advanced notice (48 hours) to rwatlington@hlcgovservices.com.

Questions? Please visit hlcgovservices.com or contact us at 919-286-7887.

[Unsubscribe](#)

