



### ***1 FULL DAY CONTRACTING/BUSINESS DEVELOPMENT TRAINING***

*Does your company have personnel that you would like to have trained on the basics of contracting, and how to develop business with local, state, and federal agencies?*

Sams Contracting Consulting and Training offers a full day of contracting/business development training at your workplace to help prepare individuals to successfully pursue and capture contracting opportunities in either a one-on-one or group setting. Participants will be provided with the tools, contacts, and resources necessary to successfully perform business development functions, enabling them to fill a valuable role in your company (no previous experience required). Topics covered will include the following:

- \*Understanding the various certifications, their benefits, and how to best utilize and market them
- \*Where to look for and how to identify potential contracting opportunities from local, state, and federal agencies
- \*Who to reach out to from within local, state, and federal agencies for marketing purposes, and how to reach out to them in order to schedule a meeting
- \*Which networking organizations/events to participate in based upon your company's industry to further interact with your target customer

We believe that this would be a worthwhile investment in the professional development of your company's workforce, thereby positioning your company for future growth. Sams Contracting Consulting and Training offers the following rate structure:

**Full Day Business Development Training For 1 Person:**

**\$800 For 1<sup>st</sup> Person (+\$250 for each additional person)**

To schedule a full day training for you or your staff, please contact the below POC:

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