

What's Your Approach to Succeeding at Government Contracting?



Equal Business Opportunity
Department of Finance

July 25, 2024

9:00 - 10:30 a.m.

Costley Mill Event Center

2599 Salem Church Rd, Conyers, GA

Topics include:

- *Prioritizing your initial market segment and why: B2G - federal, state, local*
- *Developing processes for identifying contract opportunities suited for your business*
- *Competitive edge: outlining how your firm will compete with existing suppliers*
- *Getting started: developing your plan-of-action and leveraging local resource partners*

Guest Expert:



*Supervisory Lender Relations /
Economic Development*

Georgia District Office

Jeff Patterson



U.S. Small Business
Administration

RSVP by July 18



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