

Navigating Business with the Federal Government

Federal Government Contracting Seminar Series 2010

**Peninsula Workforce Development Center
600 Butler Farm Road, Hampton, VA**

**Tuesdays, September 14 - November 16, 2010
7:00 to 9:15 p.m.**

**Sponsored by
Defense and Homeland Security Consortium
of the Hampton Roads Technology Council**

In partnership with





"I very strongly recommend this seminar. For a small investment in time and cost, it provides a unique opportunity to be exposed to the full spectrum of the business environment for contractors operating in the defense and homeland security marketplace, crossing all functional lines."

– Harry Train,
Admiral,
U.S. Navy (ret.)

"If a seminar like this had been available when I was initially starting PROSOFT, I would have been first in line to be a part of it. I believe it is a unique opportunity to draw on the experience of many very successful companies."

– Paul Wong,
President,
PROSOFT

Only at the Federal Government Contracting Seminar 2010 can you hear from top executives on what it takes to succeed, across all functional disciplines of the Company, in the emerging Homeland Security and Defense Industries.

Weekly, two-hour sessions run from September 14 through November 16, 2010, 7:00 to 9:15 p.m. (Tuesdays)

At the Seminars, these executives will share their lessons learned on Strategic Planning, Marketing, Proposal Development, Contract Performance, Contract Administration and Accounting, Government Customer Expectations, Subcontracting with Prime Contractors, Profitability and Administration, Employee Relations and Small Business Resources.

REGISTER TODAY:

**For further information or to register contact Carolyn Tarrant or Rita Bond Peninsula Council for Workforce Development
Phone: (757) 826.3327**

Email: ctarrant@pcfwd.org or rbond@pcfwd.org

CERTIFICATE OF COMPLETION:

Participants will receive an official certificate of completion from Thomas Nelson Community College and 2.0 Continuing Education Units.

COST:

**\$300 per attendee
for the entire series.**

LOCATION:

**Peninsula Workforce
Development Center
600 Butler Farm Road
Hampton, VA 23666**