

Navigating Business with the Federal Government

Government Contracting Business Management Seminar Series 2011

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

**Tuesdays, September 13 - November 15, 2011
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 Government Contracting Business Management Seminar Series 2011 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 13 through November 15, 2011, 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.

For additional information contact:

David Burt
Seminar Series Coordinator
Phone: (757) 589.3868
Email: Burtd@cox.net

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