



# Intro to FEDERAL CONTRACTING

*Learn how to sell your product or services to the Federal Government*

**October 27, 2009** - 1 pm to 4 pm

## **This class will equip you with the following fundamental steps of contracting with the federal government:**

- What types of goods and services the federal government buys
- How to obtain the necessary registrations and classification codes
- If your small business qualifies for certain socioeconomic programs
- What the "set-aside" goals are for government purchases
- How the Federal Acquisition Regulation (FAR) relates to your business
- The federal government purchasing process
- How to access additional free contracting assistance

## **Presented by:**



## **Cost:**

This class is FREE. To see our complete list of free government contracting classes, go to [www.TheFTC.org](http://www.TheFTC.org).

## **Who should attend:**

Small business owners new to doing business with the federal government should attend. No government contracting experience required, although your business should be established. If you have never done business with the federal government or do not have a background in contracting, but want to learn more, this class is for you. This class is an efficient way for you to learn what it takes to get started on the road to selling your goods and services to the federal government.

## **Location:**

Lassen Career Network  
1616 Chestnut Street  
Susanville, CA 96130

## **Registration:**

Pre-registration is required due to limited seating. Register online at [www.TheFTC.org](http://www.TheFTC.org). For questions, call **866.382.7822** toll-free.

## **5 Great Reasons to Attend this Class**

1. Learn how to tap into the more than \$500 billion the federal government spends on goods and services every year.
2. Understand the introductory steps necessary to enter the federal government market.
3. Benefit from the more than 200 years of combined government contracting experience of our instructors.
4. Get the most current information to help you succeed in navigating the government contracting process.
5. Learn how to take full advantage of The Federal Technology Center's free government contracting assistance to help your business prosper.

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*"This class was like the glue that pieced together information that was unclear on the web." – L.P.*

*"...an excellent and useful seminar for a starter small business like us." – J.M.*

*"The most helpful thing I learned was how to utilize the resources available to successfully compete for contracts." – D.T.*

