

Selling to the Government: The First Steps

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Attend this information session to learn the basic principles that businesses must know in order to do business with the federal, state or local government.

Topics include:

- How the government buys goods and services
- Certifications and registrations necessary to sell to government entities
- How government agencies advertise their opportunities
- Locating subcontracting opportunities with government “prime” contractors
- Understanding the sales process.

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