

Selling to the Government: The First Steps

written by admin | February 9, 2015

Attend this workshop 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 federal, state or local governments
- How government agencies advertise their opportunities
- Locating subcontracting opportunities with government “prime” contractors
- Understanding the sales process

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