

# Dissecting a Government Solicitation

Back by popular demand, this seminar will provide information and insight for commercial vendors to use toward effective proposal preparation. Discussions and practical exercises will cover:

- Preparatory business considerations and decisions for doing business with the government;
- Effective research and marketing techniques to find the right opportunities for your business;
- Reading and understanding the contract solicitation;
- Preparing and submitting a responsive and responsible proposal.

These, and other tips, may assist you in spending your time and efforts more effectively toward government work.

**Tuesday, August 17, 2010**

**2:00 pm – 4:00 pm**

**3209 S. Staples, Room 167**

**Free**

***To register, please call  
(361) 698-1328 or (361) 698-1064***



**SMALL BUSINESS DEVELOPMENT CENTER**  
*(a partnership program with the U.S. Small Business Administration)*

**PTAC**