

Dear PTAC of DE Client,

Our next webcast “Intro to Teaming” with Carroll Bernard will teach you how to leverage Teaming and Joint Ventures to gain a competitive advantage in the federal marketplace. As a client of *PTAC of Delaware* you can register for this webinar at a 70% reduced rate through our partnership with Govology. Just use the code *DE7102* during registration and if you have questions, email *Carroll Bernard* at support@govology.com. More information below.

Title: Intro to Teaming

Date/Time: On Demand Webinar

Presenters: Carroll Bernard

Access Code: *DE7102*

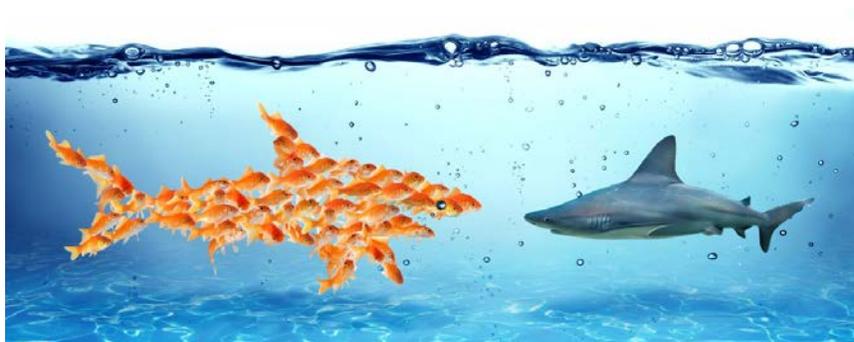
[CLICK HERE TO REGISTER](#)

Registration Instructions:

1. Add webcast to cart.
2. Enter *DE7102* in the Coupon field and click **Apply**.
3. Click **Proceed to Checkout** to complete your registration.
4. Fill out the registration form and click **Place Order**.

If you need assistance with registering, please contact *Elena Bernard* at support@govology.com.

Webcast Description:



This webcast is suited for both new and seasoned contractors who are interested in pursuing larger federal contracts. If you’ve been passing on opportunities due to lack of experience and past performance, geographic performance restrictions, bonding limitations, and other factors, then this webcast is for you. You will learn that **with the right teaming partners you can eliminate most of the barriers that have been keeping you from pursuing larger**

opportunities, such as large contracts with a defined scope of work as well as large multi-year contract vehicles ranging in value from \$1 million to \$99 million dollars.

What most contractors don't know is that even to win and participate in many smaller opportunities, you need to capture a spot in some of these larger multi-year contract vehicles.

This training will discuss:

1. The top reasons why so many contractors FAIL to successfully leverage teaming and JV structures.
2. Why you should NOT team up with just anyone willing to team.
3. The TOP places to find teaming and JV partners.
4. How to create STRONG relationships with the right teaming partners.
5. The WRONG way to contact a potential teaming or JV partner for the first time.
6. The RIGHT way to contact a potential teaming or JV partner for the first time.
7. How to make yourself attractive to potential teaming and JV partners.
8. A real-life case study showing how one small business went from launch to earning over \$1 Billion dollars in sales within 7 years.

Who is the target audience?

- Anyone who wants to learn how teaming and joint ventures work in the federal marketplace.
- Current contractors looking to gain a competitive edge and pursue larger opportunities.

About Presenter:



Carroll Bernard brings a unique 360-degree perspective to federal contracting, coaching, and training. For over a decade Carroll has worked as a buyer for the U.S. Navy, City of Vancouver Washington, and the U.S. Department of Veterans Affairs. He has also provided mentorship, counseling, coaching, and training to thousands of small businesses seeking government contracts as a counselor in the Procurement Technical Assistance Program as well as the U.S. Small Business

Administration where he served as a Business Development Specialist for the 8(a) program, Veterans Business Development Officer, and Primary HUBZone Liaison. Carroll is also a seasoned entrepreneur and has successfully seized opportunities in the government marketplace both as a prime contractor and subcontractor for his own small business. Carroll

works with a number of nonprofits hosting programs that seek to empower small businesses through education such as Procurement Technical Assistance Centers (PTACs), Small Business Development Centers (SBDCs), and SCORE.