

Learn How to do Business with the Government



Register Now for an
Upcoming Class
June 7, 2017
10 am—12 pm

**Greater Yakima Chamber
of Commerce**
10 North 9th Street
Yakima, WA 98901

Classes are FREE
Registration Preferred

[http://washingtonptac.org/events-
workshops](http://washingtonptac.org/events-workshops)

For **assistance**, please contact:
Ashley Coronado
509.491.3231
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Government Contracting Workshop

**What does it take to become a successful
government contractor?**

Washington PTAC can help you prepare for government business. We will teach you the basics of **marketing and selling your products and services** to federal, state and local government agencies.

In this class you will learn:

- ◆ How to classify your product or service
- ◆ How to register in correct databases
- ◆ Small business programs and certifications
- ◆ Types of solicitations and how to respond
- ◆ Marketing strategies for finding opportunities
- ◆ How to develop a capability statement
- ◆ Laws and regulations

This is a great opportunity for established businesses to learn how to get ready for the government procurement market.

Class sponsored by

