

MULTI CHAMBER BREAKFAST MEETING

Hosted by:

Alsip Chamber of Commerce, Bedford Park-Clearing Industrial Association, Burbank Chamber of Commerce, Oak Lawn Chamber of Commerce, Orland Park Chamber of Commerce & Moraine Valley CCCE

Government Contracts...How To Sell To The Government

Guest Speakers:

Eileen Kent

Sales Strategist, National Seminar Leader, Custom Keynotes, LLC President

Rita Haake

Director, Illinois Procurement Technical Assistance Center (PTAC)

"THE FEDS BUY EVERYTHING!" Did You Know that Illinois is a hotbed for federal contracting? \$10B is purchased by the federal government every year and it's all happening right in your backyard! Eileen has traveled the country over the past 10 years training over 10,000 people on the federal sales game, proposal writing and building federal sales action plans. Chicago's own federal sales Sherpa, Eileen Kent, will cover:

- The Federal Marketplace in the Great Lakes Region 5
- The Game and How to Play
- The Key Contacts - Who to Call and What to Say
- Small Business Preferences - How to Leverage Your Status
- The Contracting Vehicles - What You Need To Close the Deal

Rita Haake will cover: The Government Market - Prepare for the Future. Businesses need to continually prepare for their future. Where will your next order come from if the economy continues to sluggishly recover? Government contracting should be your next consideration as a market segment. Come hear the realities, basic steps needed and how you can begin moving forward!

DATE: October 2, 2013 (Wednesday)

COST: \$15.00 per Person (Continental Breakfast Included)

PLACE: Moraine Valley Community College
M Building – Room #3
9000 W. College Pkwy. - Palos Hills, IL. 60465

TIME: 7:45 a.m. Registration / 8:00 a.m. – 10:30 a.m. Presentation
½ hour question and answer session to follow

RESERVATION SLIP – Government Contract Meeting – October 2, 2013

1. _____ 3. _____

2. _____ 4. _____

Name of Company: _____

Amount of check enclosed: _____

Please make check payable to ALSIP CHAMBER OF COMMERCE
12159 S. PULASKI ROAD, ALSIP, IL 60803 or call 708-597-2668 for reservations.
The deadline is September 30, 2013.

*** Reservations that are not cancelled will be billed. ***