



Free Class for Small Businesses The Writing of a Successful Proposal

Limited to 125 attendees, one per company [two if maximum allowance is not reached].
Continental Breakfast & Lunch included free -compliments of
Manson Construction Co.

JAXPORT Cruise Terminal on Wednesday, February 8, 2017 8:00 AM to 3:30 PM
Breakfast/Registration at 8:00 AM.

If you've ever submitted a proposal, you know how complex and time-consuming these documents can be to prepare. It can be difficult to even know where to begin with a proposal let alone whether you are writing it effectively. When submitting a bid proposal you are competing against other businesses in trying to convince the client to award you the contract. It is important that your bid looks professional and that it includes all the information the client requested. The class will cover:

- * Opportunities, Certifying, Registering & Researching
- * Best Value vs LPTP (lowest price, technically acceptable)
- * Key Elements for Proposals
- * Get Prepared
 - Technical Qualification & Solution
 - Pricing
- * Doing Business with Manson
- * Prime's Perspective on Bidding
- * Pitfalls to Avoid
- * Pricing Tips
- * Lessons Learned-Debriefings
- * Practice Makes Perfect

Mark Brock, NAVFAC SE Small Business Deputy Director will be presenting "Improving your Proposal and Project Forecast"

Beth Meyer, USACE Deputy for Small Business and Carmen E. Gonzalez from the SBA will have booths and be available for questions.

JAXPORT, JAA, JTA, JEA, DCPS, Career Source and the City of Jacksonville will address small business programs and opportunities



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Where: JAXPORT Cruise Terminal at 9810 August Dr., Jacksonville, Florida 32226
Date: Wednesday, February 8, 2017 8:00 AM to 3:30 PM

Attendee Information:

Name _____ Company _____

Company Address _____ City _____ State _____ Zip Code _____

Email Address _____ Phone Number _____

Email Registration to: sblo@mansonconstruction.com by February 1, 2017

Melinda Martirosian, SBLO will be available for 1/2 hour appointments at Manson Construction's Jacksonville Office on Thursday the 9th. Please email sblo@mansonconstruction.com to reserve your spot.