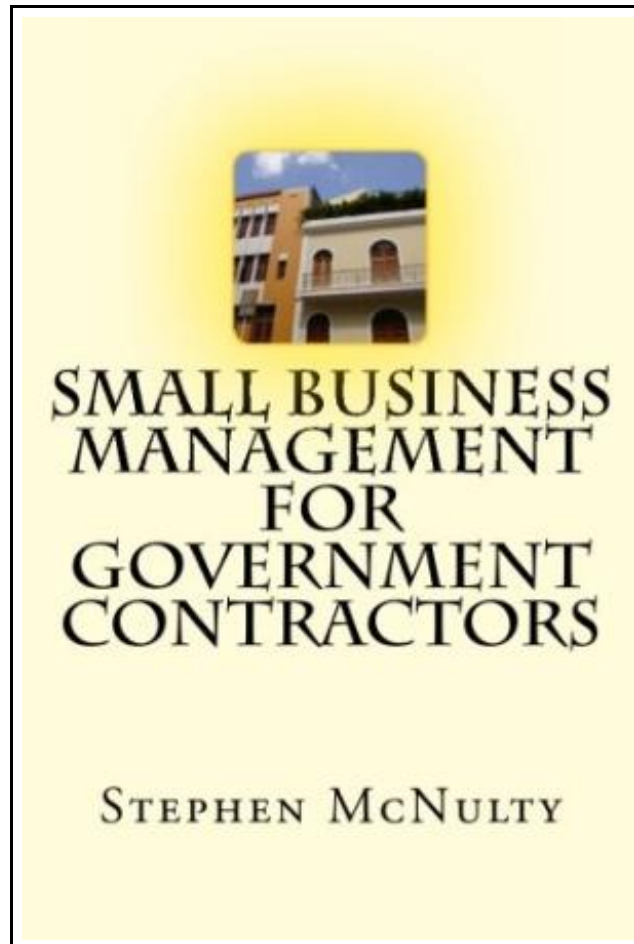


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Createspace, United States, 2012. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Steve McNulty s book on Small Business Management for Government Contractors will prove to be an invaluable tool for small companies working with - or endeavoring to work with - the US Government (USG). In this book, Steve lays out the important steps, processes, and procedures for all companies to follow to become a successful - and compliant - US Government contractor. Steve has a unique blend of business and government background and experience that qualifies him to see the issues from all angles. He began his career in 1978 as a state energy official, and has since worked as both a business manager and clean energy specialist; with private, for-profit companies and also non-profit organizations. This broad foundation of private and public experience has enabled Steve to build a solid knowledge base to assist small companies and NGOs to succeed and prosper in their USG contracting pursuits. Steve has laid out in this book the important lessons he s learned over the past 33 years. He covers the depth and breadth of running a small business, including contracts and financial management; HR compliance; company and employee insurance; discussion on what are the key components in a good Business Plan; an explanation of a few techniques for successful marketing/business development (e.g., mining FBO.gov, reaching out to existing USG contractors to get on their teams, walking the halls of your potential clients, using social media, requesting a debrief if not selected on a bid, and most importantly - performing well on your existing contracts). Quoting from the book. Developing and nurturing positive and long-lasting relationships with current and potential clients is a cornerstone of building a successful Government contracting...

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