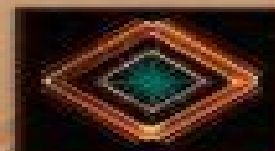
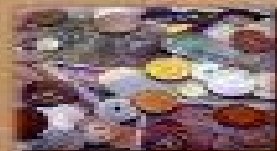
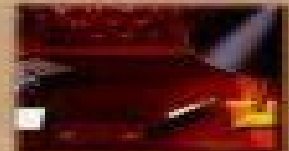


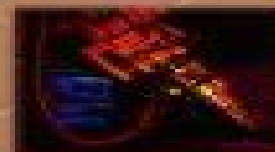
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Proposal Guide

*For Business Development
and Sales Professionals*



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*Vice President,
Shipley Associates*



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economy, the customer has more and better choices than ever before, bringing on one of the biggest challenges the business community faces today: customer loyalty and retention. To thrive in today's customer-driven economy, a company needs

Capturing Federal Contracts as a Small Business Jerry Evans, 2018-01-12 In the current fiscal environment of reduced federal budgets, the ability for small businesses to grow and win more government work, both as a prime contractor and as a subcontractor, is becoming more and more difficult. Gone are the days when a small business could rely on winning small business set-asides or being added to a large company team just because of their socioeconomic status without solid marketing and capture activities. My background is in the federal market space, specifically Intelligence and Department of Defense. Therefore, I will commonly refer to marketing as the business development process or a structured capture process.

that I feel is needed by any small businesses to win work in the federal market space *The Complete Book of Resumes*
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