

TargetGov's Bid No Bid Decision Process Teleconference Now Available for Download

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Category: [Business, Economy, Finances, Banking & Insurance](#)

Press release from: [TargetGov](#)

TargetGov's national teleconference, "Bid No Bid Decision Process," is now available in an MP3 audio download. In addition to the MP3 audio file, customers will receive a 50+ page Toolkit, in PDF format, detailing one of the most important but least practiced steps to winning government contracts: using an informed bid-no bid decision process. This MP3 will teach business owners and executives the 20 steps required for a solid bid no-bid decision process, who should be involved, what a decision timeline looks like, and critical questions.

Other topic covered include: reasons not to bid on a contract, government bid win probabilities, bid-no bid decision questions, and post-award recommendations. The accompanying toolkit also includes a bid-no bid timeline as well as a sample opportunity and relationship building process, plus much more.

"This teleconference is perfect for all those involved in proposals and bids," said Gloria Berthold Larkin, President of TargetGov, adding, "a business is not likely to win a government bid by submitting a blind bid with little or no knowledge of or exposure to the client. This teleconference helps teach the process necessary to focus on the bids a company is most likely to win. This information can save any business hundreds of hours of wasted effort."

The expert speaker of this teleconference is Gloria Berthold Larkin, President of TargetGov and national Procurement Committee Co-Chair for Women Impacting Public Policy. She is an expert at government procurement and related business development and marketing services including minority certification services, contract development, GSA Schedules, proposal management and development, contract administration and federal contracting services.

The MP3 and Toolkit download is available at www.targetgov.com, or by calling toll-free at 1-866-579-1346, for only \$39.95.

About TargetGov:

TargetGov focuses on government procurement and related business development and marketing services including minority certification services, contract development (GSA Schedules, etc.), business development, proposal management and development, contract administration and expert federal contracting services. The parent company, MOA, provides corporate business development and marketing-related services including current customer analysis to determine profitability, client profiling, targeted prospect identification and list development, database, marketing plan and strategy development, graphic design, marketing communications and calendar development and execution (advertising, direct mail, fax, email, newsletters, postcards, brochures, etc.) Gloria Berthold Larkin is the author of "The Veterans Business Guide: How to Build a Successful Government Contracting Business." Visit www.TargetGov.com

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