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Florida PTAC at UWF Presents “Proposal Writing 101” - Online Webinar

PENSACOLA, FL — September 3, 2020 — You found THE bid opportunity that exactly matches your company. Now you need to write your proposal, and how do you do that? Join us online, Tuesday, September 15, from 11:00 am – 12:30 pm for “Proposal Writing 101”. The best way to win RFP's, Request for Proposals, is to make sure you understand how and why the government chooses one competitor over another, what to look for, the elements of a contract and much more. Decisions are being made on price, and competitors are “buying” the business with low-ball bids. But, you also may be the victim of your own loss of identity because your message and tactics have not evolved with your client’s increased choice. Learn the *single most important secret* to being successful when you write your proposal. Join us while we go over the proposal process and learn what it takes to "win". No fee. A link for joining this no-cost webinar will be sent to those who register 24 hours before it begins. To register for this online event, go to www.sbdc.uwf.edu and look under “Training & Events”

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Government Contracting Services available through the Florida Procurement Technical Assistance Center (Florida PTAC) offer high-value confidential one-on-one consulting, at no cost, to help Florida businesses prepare, research, and bid on government contracts. Our Procurement Specialists are knowledgeable, experienced and eager to assist you in making selling to the government less complicated and more profitable.