

THERE ARE BIG GOVERNMENT DOLLARS AVAILABLE TO LOCAL BUSINESSES!

The Government Business Institute provides a tremendous amount of information that will quickly put you on the path to becoming a dynamic and well-educated government contractor. Spend a full day with Ian M. Berkowitz, a former Attorney/Advisor to the U.S. Small Business Administration, National Seminar Speaker, Talk Radio Host of The Business Counselor, and Columnist with the Boca News.

At this course we guarantee you will learn the most important information you need to know to begin your future as a government contractor, such as how to:

- find the most helpful government contracting resources on the web
- find and search for specific government contracts in your industry
- become a government contractor
- register as a government contractor with federal, state and local governments
- be a preferred vendor of the government
- read and review solicitations
- find and network with prime government contractors and contracting officers
- apply for special certifications and designations
- bid 10% higher than the lowest bidder and still receive a government contract
- get the government to email contracting opportunities directly to you
- apply all of these government contracting skills to the private sector

You'll also learn:

- how being located in a HUBZone can work to your benefit
- about special programs and resources for women, minority and veteran-owned businesses
- the insider tips and tricks on how to become a successful government contractor

**SPECIAL BONUS: LEARN HOW TO OBTAIN FREE MONEY\$\$
TO START OR EXPAND YOUR BUSINESS WITH GOVERNMENT GRANTS**

Ian M. Berkowitz, "The Business Counselor" and co-founder of the Government Business Institute, has been preaching about the benefits of government contracting for years. Formerly an Attorney/Advisor with the U.S. Small Business Administration in Washington, D.C., Ian knows the system. Ian, a business talk radio show host and newspaper columnist, invites you to find out exactly how to get government contracts that are available to local businesses like yours.



Ian M. Berkowitz
The Business Counselor