

**Second
Friday
of each
month**

8:30 am—10:00 am

Thurston Economic
Development Council
4220 6th Avenue SE
Lacey WA 98503

Classes are FREE!

To register

www.washingtonptac.org

Events Calendar

*Marketing to Prime
Contractors*

**To view on line
anytime**

www.washingtonptac.org



Marketing to Government Prime Contractors

Reaching out to government contracting officers can be difficult at best. If selling to city, state or federal government agencies directly or via their prime contractors is a business objective of yours, this class is a must. This hands on class will include:

- **Creating essential marketing tools**
- **How to find opportunities**
- **Exploring networking protocol**

WHO SHOULD ATTEND: Small business owners who have experience in their field and understand the basics of government contracting. Construction firms are heavily encouraged to attend.

Questions?? www.washingtonptac.org

Class sponsored by  **WASHINGTON
PTAC**

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