



Your Government Procurement Partner

***Want to learn more about
doing business with the government?***

Join us on Wednesday, May 25, 2022

Webinar 8:30 – 10:00am HST

Market Research for Small Businesses Selling to Big Buyers

Understand the “Big Picture” of the Government Marketplace, including a breakdown of how money flows from government agencies to small businesses. Discover how large corporations and prime contractors are working to support and maximize opportunities for small businesses. Learn how simple web searches can answer many questions small businesses may have when doing business with large buyers. Know how to identify your MVP (most valuable person or people) within a large corporation, prime contractor, or government agency with who you’d like to sell. Learn how to use qualitative market research techniques and ask great questions that build relationships and make sales easier.

Register in advance for this webinar:

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Webinar Hosted by Hi-PTAC

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