



August 17th, 2022 (12:00 - 1:00 PM)

Location: 5520 Research, Ste. 100, (1st floor training room)

Leverage Your Location: Position to Win Federal Contracts

The federal government needs the cyber/IT and gov tech services you provide. The federal defense and civilian agencies have a mandate to increase business with small businesses right now through 2023. Attend this roundtable for insider insight how to open the door to federal contracts with practical tactics you can immediately employ.

About Gloria Larken

- President, CEO, & Founder of TargetGov, a nationally recognized consulting firm with clients that have won over \$8 Billion in prime federal contracts.
- Goldman Sachs 10,000 Small Business Alumna; American Express National Procurement Advisor
- Interviewed on MSNBC and quoted in the Wall Street Journal, Forbes, Inc.com, TheStreet.com, USAToday, and Inc. Magazine
- Expert author with over 300 articles regarding government contracting and business development
- Author of "The Basic Guide to Government Contracting: How to Sell Your Services and Products to the U.S. Federal Government"
- Author of "The Veterans Business Guide: How to Build a Successful Government Contracting Business"
- Created the Government Contracting Institute, offering both in-person and virtual instructor-led classes.

Please email xolmeda@umbc.edu to confirm attendance!