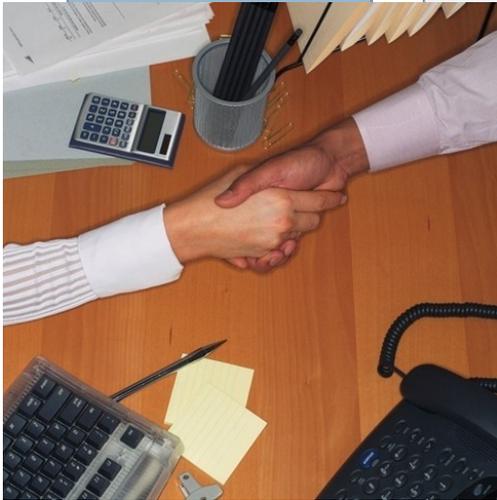


Government Contract Negotiations



Date: February 14, 2013

Time: 8:30—5:00

Location: MMSD Building
260 W Seeboth Street
Milwaukee WI 53204

Topics Include:

Federal Contracting Refresher	Government Contract Cost and Pricing
Introduction to Negotiations	Basics of Negotiation
Traditional Contract Negotiations	Review Outcomes and Lessons Learned
Government Contract Negotiations	Post Negotiation Analysis

Register at <http://sbaworkshops.stoverteam.com> There is no cost for 7(j) eligible businesses.

SBA District Office Contact: Cartina Austin, cartina.austin@sba.gov, 414-297-1092,
or www.sba.gov/sba-direct

Workshop information: Phyllis Embree or Chris Strudthoff sbaworkshops@stoverteam.com,
(770) 423-9888

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