

# **SAME Midwest Construction Small Business Expo 2011 For Construction, A/E, Environmental and Related Services**

**March 16, 2011 - March 17, 2011 -- Northbrook, IL**



Where: Hilton Chicago/Northbrook, 2855 N. Milwaukee Ave., Northbrook, IL

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Register Online: [Click Here to Register Now](#)

## **Description:**

This annual small business EXPO, geared towards construction, A/E, environmental and related services, offers participants great networking opportunities, technical learning sessions as well as one on one meetings with prime contractors and Federal agency representatives.

**\*IMPORTANT\*** Discounted rates are available at the Northbrook Hilton until MARCH 8. To receive the discounted rate, please book your hotel room(s) by clicking [HERE](#).

**[Register Online Now](#)**

# SAME Midwest Small Business EXPO 2011

Growing your Business in the Government Market

Join us on March 16 – 17, 2011 at the SAME Midwest Small Business Expo  
Hilton Hotel and Conference Center - Northbrook, IL

**NEW LOCATION – MORE OPPORTUNITIES – NATIONAL SPEAKERS**

## *What does it take to WIN:*

- Understanding the Opportunity
- Developing a winning market strategy
- Successfully competing for the job and WINNING the contract
- Successfully performing the requirements of the job
- Understanding and complying with the responsibilities of the contract
- Developing solid partnerships and teaming arrangements
- Becoming an active member of the Federal marketplace

Join federal agency representatives, federal prime contractors, technical resources, contracting experts, and other businesses from throughout the Midwest at this unique event hosted by the Society of American Military Engineers (SAME) –Lake Michigan and Chicago Posts and the Wisconsin Procurement Institute (WPI).

Conference contact Joseph Smetak at 414-270-3600 or [josephs@wispro.org](mailto:josephs@wispro.org)

