



New Contracting Program Empowers Small Businesses to Capture Giant Federal Government Clients Chip Ellis IAUSGC

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The International Association of U.S. Government Contractors (www.IAUSGC.org) announces a new contracting program to empower small businesses to capture multiple giant federal agency clients.

IA U.S. GC has announced new, enhanced federal contracting coaching services to help U.S. small businesses seriously grow profits with giant federal clients so that they can enjoy a comfortable lifestyle, be free of money worries and retire whenever they choose. In his book, "Bag the Elephant", Steve Kaplan explains that to enjoy long term wealth and property a business needs to win and keep BIG customers. Mr. Kaplan explains that every business is on one of three business paths ? (1) Snail Trail ? no giant clients (2) Shooting Star ? 1 giant client or (3) Elephant Herder Path ? multiple giant clients. (A Giant Client is defined as a client that brings in 10x to 20x more profit than a normal customer.) He goes on to say that only one business path leads to wealth and prosperity ? the Elephant Herder Path.

Chip Ellis IAUSGC comments, "If you must have more than one Giant Client, then it begs the question, what is the fastest, easiest, lowest cost way to land multiple giant clients?"

To look for the answer, Chip Ellis, Association President of IA U.S. GC believes that they are six giant categories of customers to potentially go after: 1. City Governments 2. County Governments 3. State Governments 4. Foreign Governments 5. Fortune 500 Companies 6. Federal Government Agencies. With City, County and State Governments strapped for cash and Foreign Governments impractical from a cost stand point, only Fortune 500 and capturing giant Federal Government Agencies are left. And while selling to Fortune 500 can be lucrative, a glaring problem is that they often pay late which a small business can little afford.

Chip Ellis IAUSGC again explains, "The federal government must pay in 30 days or pay interest and a penalty! How good is that?" This is where the new FEDVICTORY Contracting Program comes in. Since 2008, the International Association of U.S. Government Contractors has helped over 1,500 small businesses capture giant federal agencies.

Chip believes that small business owners must have professional help learning how to properly market their products and services to the federal government and now the FEDVICTORY 7-Action Step Contracting Program has added 3 months of one-to-one coaching so that clients can get the help they need to land multiple giant federal agencies and move to the Elephant Herder Path. Chip Ellis explains, "There is no strategy or tactic you can implement that will make a bigger difference to your long term wealth and prosperity to than add multiple giant clients over the next year!"

Already IAUSGC clients seem to be confirming what the experts are says about multiple giant clients: "Chip Ellis IAUSGC coached me how to find three different types of federal decision makers in three different giant federal agencies. I have gone on to sell millions of dollars over the last seven years to the Army, Federal Aberdeen Proving Grounds and the VA Hospital System," says Kristin Disabled Vet Sourcing Company

"The FEDVICTORY Contracting Program is the fastest, easiest lowest cost way for a small business to grow by selling to the Federal Government," says Association President Chip Ellis IAUSGC. Small business owners that would like make serious money with federal government contracts and need help exploring if the federal contracting is the right fit for their business than the FEDVICTORY Contracting Program presented by the International Association of U.S. Government Contractors may be a good option.

For more information, please use the contact information provided below.

About Chip Ellis IAUSGC

The International Association of U.S. Government Contractors is located in Fort Lauderdale, FL. The Associations' Mission is to enable small business to seriously grow profits by training and coaching owners

to capture as many \$5,000 to \$25,000 federal contracts as they can handle by building relationships instead of bidding cold, misusing the GSA, enduring massive red tape or needing to hire expensive government consultants.

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For more information about IAUSGC, contact the company here: IAUSGCChipEllis305-357-6478wellis@iausgc.org Fort Lauderdale, FL 33308

IAUSGC

Since 2008, we've been enabling small business owners to grow by selling to multiple giant federal government agencies.

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