



International Association of U.S. Government Contractors Announces Seminar Negotiating Strategies for Subcontracts William Ellis IAUSGC

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The International Association of U.S. Government Contractors (www.IAUSGC.org) announces a seminar presented by the Virginia law firm of Baker, Cronogue, Tolle & Werfel to enable small businesses to negotiate federal subcontracting contracts.

IA U.S. GC has announced today the small businesses would be wise to attend the Negotiating Strategies for Subcontracts seminar in St. Petersburg, FL on Friday, October 14, 2016 from 8:00 am to noon. This will be a practical seminar on the formation and performance of subcontracts in Federal procurements. Attendees will learn the clauses and strategies they need to know about the Federal law, regulations and policies which provide the framework for subcontracts, and how to tie them to teaming agreements. William Ellis IAUSGC explains, "Being a subcontractor permits you to grow your small business with federal government contracts without dealing directly with the government, since you'll be working for the primary contractor, and not the government directly." At the seminar attendees will follow through from initial subcontract formation, including contract terms and conditions, to subcontract administration, performance, disputes, terminations, and claims resolution.

William Ellis IAUSGC clarifies, "Perhaps as a small business you don't feel ready to become a prime contractor and want a way to grow your business by easing into the government contracting learn gradually." Your presenter will be John Tolle, managing partner of the McLean, Virginia law firm of Baker, Cronogue, Tolle & Werfel, where he devotes his practice to all aspects of Government contracts and small business issues. He is a member of the Government Contracts Section of the Federal Bar Association. John has been an instructor for Teaming Agreements, Subcontracts, and Small Business Protest workshops for over five years.

For ten years, John was an adjunct professor at the University of Virginia, where he developed and taught a course entitled Government Contracts Computer Law. The fee for the seminar is \$295. William Ellis IAUSGC continues, "Seminars like the Negotiating Strategies for Subcontracts is an inexpensive way to explore if subcontracting is right for your business." Since 2008, the International Association of U.S. Government Contractors has coached over 1,500 small businesses successfully launch into the federal government marketplace. William Ellis believes that small business owners must have professional coaching to learn how to properly market their products and services to the federal government and now the FEDVICTORY Contracting Program is recommending seminars on subcontracting, teaming and contract disputes as a valuable learning experience resource for its members.

William Ellis explains, "It's all about bringing the skills and resources like this seminar into your small business so you can do it yourself and not have to rely on expensive government consultants." For more information and registration for this and other federal expos and seminars go to www.GovEvents.com. "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 William Ellis IAUSGC. Those who own a small business and would like to 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 Association's 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: IAUSGCChip.com

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IAUSGC

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

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