



New FEDVICTORY Coaching Enables Small Businesses To Capture All The Federal Contracts In Half the Time and Cost, Says William Ellis IAUSGC

September 19, 2016

September 19, 2016 - PRESSADVANTAGE -

The International Association of U.S. Government Contractors (www.IAUSGC.org) announces a Federal Government coaching to enable small businesses to capture all the \$5,000 to \$25,000 Federal Contracts they can handle.

IA U.S. GC has announced today they will be expanding the coaching component of the FEDVICTORY Contracting Program to help for U.S. small businesses to grow their profits so that they can enjoy a comfortable lifestyle, be free of money worries and retire whenever they choose. For anyone who is a small business owner, there are three strategies to launch into the biggest customer in the world ? the U.S. Federal Government.

The first is to try to do it themselves. The problem with this strategy is that there are hundreds of ?right ways? to sell the Federal Government, thousands of pages on Google and the Federal Acquisition Regulations (FAR) are so long and complex that lawyers have a hard time reading them. William Ellis, President IAUSGC explains, ?Many small business owners attempting to win federal contracts on their own end up either taking

many years or never reaching their goals of growing their small business with federal contracts.?

The second strategy is to hire a federal government consultant. While this can lead to faster success, it can be cost prohibitive. Typically, government consultants charge \$10,000 to \$20,000 per month plus a percent of the profits. William Ellis clarifies, "Not only is it cost prohibitive for most small business, but even if you can afford a government consultant you can never get away from him because he knows how to win contracts and you don't."

The third strategy is to hire a federal government coach. This is where the new FEDVICTORY Contracting Program comes in. 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 has added three months of one-on-one coaching from former clients who have won millions of dollars in contracts from the Federal Government.

William Ellis explains, "It's all about bringing the skills of selling to the federal government into your small business so you can do it yourself and not have to rely on expensive government consultants." Already IAUSGC clients seem to be confirming his motto: "William Ellis IAUSGC coached me to capture contracts and within 6 months I sold over \$750,000 in air plane parts to the federal government. I could not have done it myself," says Jason from an airplane parts 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 William Ellis IAUSGC.

Those who own a small business and would like make serious money with federal government contracts and need help exploring if the federal contracting is the right fit for their business, then 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.

###

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

IAUSGC

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

Website: <http://www.iausgc.org>

Email: wellis@iausgc.org

Phone: 305-357-6478

