Welcome to the 2020 Small Business Webinar Series

Building Your Pipeline in Challenging Markets



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Gloria Larkin President & CEO, TargetGov

- Creator of the FAST[™] Process and
- KickStart Program[™]
- Clients have won \$6+ billion in federal contracts
- Nationally recognized federal contracting business development expert
- Author of *The Basic Guide to Government Contracting*
- American Express Procurement Advisor



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Carlos Garcia President, Tlingit Haida Tribal Business Corporation

Carlos Garcia is the President of Tlingit Haida Tribal Business Corporation. This company is owned by the largest tribe in Alaska. THTBC is a federal contractor with a strategy of having the lowest cost structure in the industry. The company has subsidiaries operating in several industries including aviation maintenance, ship overhaul and maintenance, information technology, cyber security, facilities maintenance, port operations, logistics, training, and other industries.



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Today's Presentation:

Part One: Impact of COVID Part Two: The Challenges Part Three: The Good News

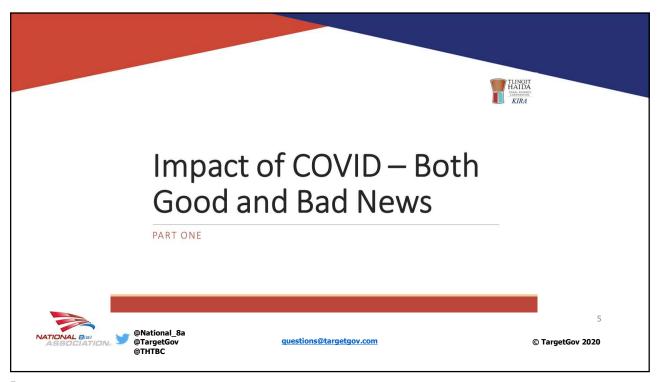
Part Four: Recommended Actions

Part Five: Conclusions



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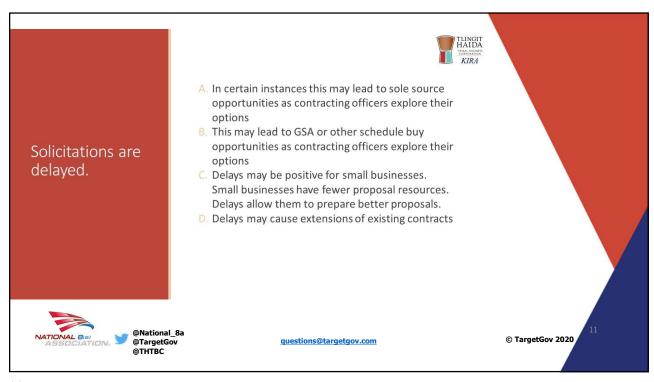


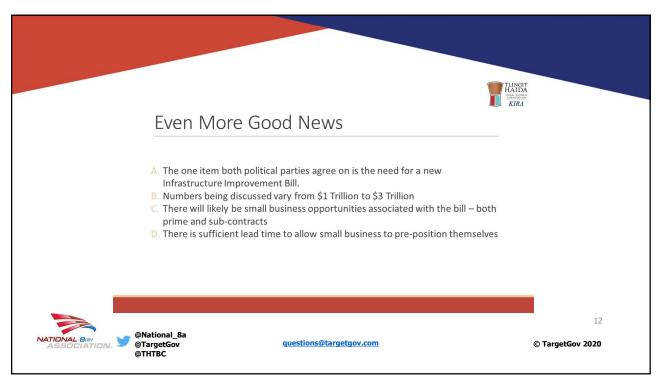




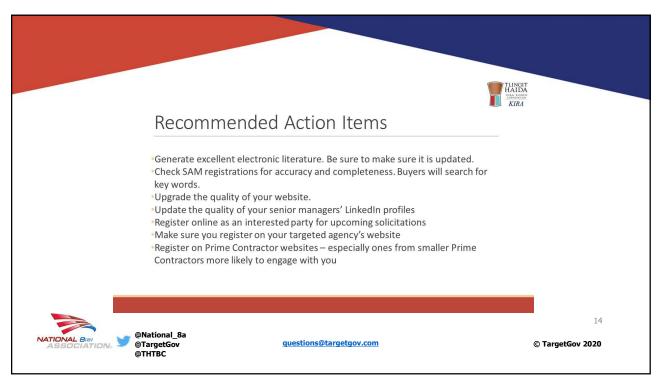






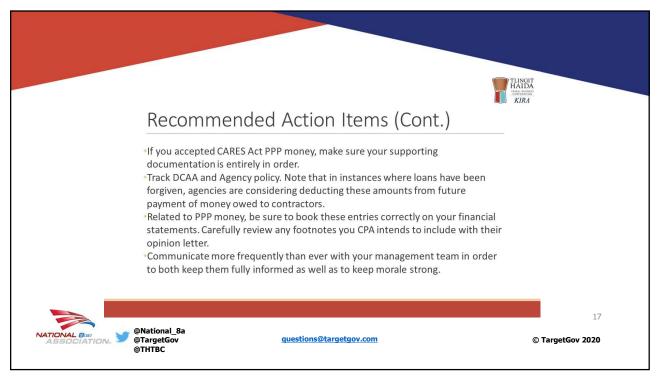


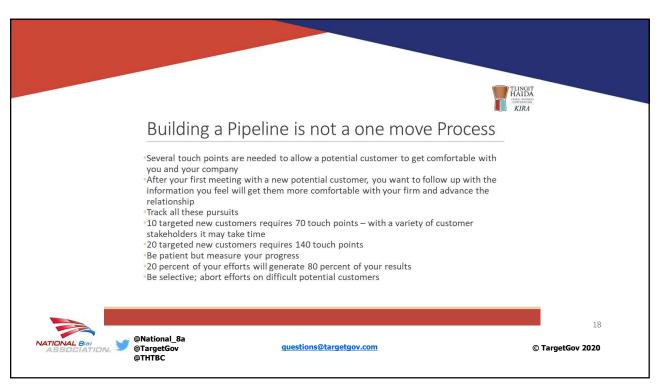


















About National 8a Association

The **National 8(a) Association** is a non-profit organization with a mission to provide education and guidance for all aspiring, current and graduate 8(a) businesses. We are also proud to work with HUBZone, SDVOB, SDB, WOSB, DBE, 8(a) Joint Ventures, Federal Agencies, Prime Contractors, Industry Professionals, and Business Vendors.



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Contact National 8(a) Association

National 8(a) Association 1200 G Street NW, Suite 800 Washington, DC 20005 (202) 286-0557 (410) 707-6817

General Inquiries info@national8associaton.org

Events events@national8aassociation.org





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TargetGov provides national expertise in federal government procurement related business development and marketing services including strategy and road map planning, contract development (GSA Schedules, BPAs, IDIQs, GWACs, etc.), capability statements, business development, proposal management, contract administration, debriefing process, and other expert federal contracting services.



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