



SMALL TO LARGE TRANSITION CHALLENGE

JANUARY - JUNE 2019 | TYSONS CORNER, VA

DON'T LET YOUR SMALL BUSINESS STALL AFTER GRADUATION. WORK WITH EXPERTS TO PREPARE.

Leverage GovCon Giants to Create Your Strategy for Crossing No Man's Land

PROGRAM OVERVIEW

Select cohort of 15 GovCon CEOs work collaboratively with CEO guest speakers who successfully graduated to create their graduation strategy. Dedicate half-a day per month over six months to address the biggest fear of small businesses: stalling in the middle market. Facilitation team interacts one-on-one to ensure the lessons learned and best practices from the CEO guest speakers are translated into actionable plans.

CURRICULUM

Real world examples from CEO guest speakers provide the foundation for interactive discussions. The modules guide participants through small business graduation and successfully moving into full and open competition, highlighting best practices and citing mistakes to avoid.

GUIDED BY EXPERTS, CEO PARTICIPANTS ADDRESS:

SESSION 1

January 24

Success Story - Graduating
Decision to Graduate
Value Proposition

SESSION 2

February 28

Pipeline Diversification
Sales Growth

SESSION 3

March 28

Organic Growth
Growth via Acquisition

SESSION 4

April 25

Corporate Leadership
Advisory and Fiduciary Boards

SESSION 5

May 23

Preparing to Sale - Business
Maturing Operations
Regulatory Environment

SESSION 6

June 20

Preparing to Sale - Personally
What's Next
Success Story - Selling

VISIT WWW.NEWPORTPROGRAMS.COM FOR MORE DETAILS

Early Bird Pricing Through January 10 | Standard Pricing Starts January 11



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