



GOVCON GROWTH

MAKING THE TRANSITION TO GRADUATION AND MORE!

JANUARY 2020 – JUNE 2020 | 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

Your select cohort of 15 non-competing GovCon CEOs and their COO or other C-Suite participants work collaboratively with CEO Guest Speakers who successfully graduated to create your growth and graduation strategy. CEOs dedicate one morning per month over six months to work "ON" their business and address the biggest challenge and risk of small businesses: stalling on the way to the next levels of growth. The expert 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 12 CEO Guest Speakers who have graduated provide the foundation for creating a tailored graduation strategy. The modules guide participants through small business graduation and successfully moving into full and open competition, highlighting best practices and citing mistakes to avoid.

SPEAKERS

CEO Guest Speakers include Karen Trowbridge (Trowbridge & Trowbridge), George Wilson (ECS Federal), Michele Lee (STG International), Julian Setian (SOSi), and eight others.

GUIDED BY EXPERTS, CEO PARTICIPANTS ADDRESS:

SESSION 1

January 30

Success Story - Graduating
Decision to Graduate
Value Proposition

SESSION 2

February 20

Pipeline Diversification
Sales Growth

SESSION 3

March 19

Organic Growth
Growth via Acquisition
Financing Growth

SESSION 4

April 16

Corporate Leadership
Advisory and Fiduciary Boards

SESSION 5

May 14

Preparing to Sale - Business
Maturing Operations

SESSION 6

June 4

Preparing to Sale - Personally
What's Next
Feedback on Graduation Plan

VISIT WWW.SMALL-TO-LARGE-TRANSITION-CHALLENGE.COM FOR MORE DETAILS

Early Bird Pricing Through January 15 | Standard Pricing Starts January 16



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