

**Selling
to the
U.S. Government**

A mysterious source of untapped work
and revenue
for most management consultants

**Conversations with two successful
government contractors**

CONFAB 2008

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How did we start consulting
with the US Government?

How did we become successful
in the Federal business area?

(it wasn't always that way!)

How do you define
successful?

**I am interested in selling my
services to the
U.S. Government**

a. How do I start?

b. Is there a checklist?

What do you believe
are the greatest
challenges?

Do I need to go to
Washington, DC, to sell to the
government?

How do I get business without wasting
time and money?

Do I need special contacts, contracts,
or licenses?

How do I grow the business
once I get a foot in the door?

Is being a member of IMC or being a
CMC an advantage?

Where can I get help?

Was it worth the effort?
If so, why?
