



CAN DO would like to share this information about a seminar that may help your industry or business qualify for government contracts. Please follow the instructions at the bottom to register or to gain more information.

## Proposal Writing Strategies & Tips Workshop

Monday, November 28, 2016

8:00 am – 1:30 pm

Genetti Catering

1345 North Church Street, Hazle Township, PA 18202

Cost: \$15 per person or \$10 for NEPA Members

Writing a proposal is similar to but not exactly the same as crafting a persuasive essay or producing a report. The Workshop will provide guidance and advice to companies seeking to improve their likelihood of award. When it comes to **government contract proposal writing**, Dr. W. Nick Cline will provide guidance with management approaches, technical proposals, past performance, and simply showing attendees strategies and tips on how to write a winning proposal.

*"Proposal writing is not difficult, but some people cannot visualize what they are writing, and that is the problem and the cure". Dr. W. Nick Cline*

### Agenda:

- Introduction
- Laying the Groundwork
- Strategy
- Putting Pen to Paper
- Common Mistakes
- Proposal Tips

### Presenter:

Dr. W. Nick Cline is the President, CEO, and owner of Hummingbird Solutions, LLC in Springfield, Virginia. Hummingbird Solutions was founded in 2010 to support, train, and assist small business owners with Accounting, Taxation, Capability Maturity Model Integration, Information Technology, and other business needs. Dr. Nick has worked in the private, public, educational, and health care systems after retiring from the United States Army Finance & Accounting Corps. Hummingbird Solutions, LLC serves clients throughout the United States.

Registration will be from 7:30 a.m. to 8:00 a.m. The workshop will start promptly at 8:00 a.m.

**NEPA Members save!** NEPA Members receive a \$5 discount. Visit [www.nepa-alliance.org](http://www.nepa-alliance.org) or contact Frank A. Migneco at [fmigneco@nepa-alliance.org](mailto:fmigneco@nepa-alliance.org) or (570) 655-5581 for more information. Contact Louise Tracy at [ltracy@nepa-alliance.org](mailto:ltracy@nepa-alliance.org) or (570) 655-5581 to receive the NEPA Alliance Member Promo Code for the member discount.

Registration deadline is Wednesday, November 23, 2016.



Sponsored by the U.S. Department of Defense Office of Economic Adjustment and the Pennsylvania Department of Community & Economic Development through the Northeastern Pennsylvania Defense Transition Partnership

