



**3-Day Workshop  
Dates:**

January 25, 26, 27, 2010

**GSA**

**Proposal  
Preparation  
Workshop**

# GSA Proposal Preparation Workshop for Staffing Companies



Seeking the best vehicle for entry into the lucrative federal government contracting market for your staffing company? Obtain a GSA Schedule.

Prepare a GSA Schedule Award Proposal appropriate to your staffing firm (736, 621, 70, 871 or MOBIS) *in just 3 days* by attending the ONLY workshop specializing in the obtainment of *GSA Schedules for staffing companies exclusively*.

This workshop will be facilitated by ISU trainers and 33-year staffing industry veteran Cathy Vee, consultant/trainer who has been training staffing professionals to obtain government contracts since 2002.

**Workshop Location: International Staffing University – Huntington Beach, CA**

**Who should attend:**

Staffing Company Owners, Executives and Managers who want to grow their business through federal government contracting

**Workshop date:** Sep 23, 24, 25, 2009 and Dec 7, 8, 9, 2009 (Choose one)

**Time:** 9am – 4pm

**Instructors/Facilitators:** Cathy Vee, Annette Clancy and Jonathan Paul

**Investment:** \$2995. Add \$945 for 2<sup>nd</sup> participant from same company (per GSA schedule)

**Workshop includes:**

Classroom instruction and coaching of participant to complete appropriate GSA Schedule proposal, proposal review; lunch and snacks daily; transport from local hotels to the campus.

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**UPON REGISTRATION** and prior to the class, participants will be given instructions about what corporate data to bring to class and pre-workshop actions to take beforehand to make for a successful experience.

Participants will bring their laptops & mobile phones to class and be provided with all the tools necessary – along with instruction and coaching – to prepare their GSA Proposal.

**WORKSHOP ITINERARY**

- The 1<sup>st</sup> day will be introductory and instructional plus completion of contract data section.
- The 2<sup>nd</sup> day will involve participants' hands-on writing of the technical component of their GSA Schedule Proposal. Instructor guidance will be provided to each participant.
- The 3<sup>rd</sup> day will involve preparation of the pricing section; proposal reviews, edits, and wrap-up.
- Participants will have 30 days from the completion of the workshop to submit their proposals to the ISU consulting team for review.

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Workshop space is very limited. Interested parties are encouraged to sign up ASAP.  
Register by **FAXING THE ATTACHED FORM**, **ONLINE** or by **CALLING 714-960-5992**.

If scheduled dates do not work for you, call for a private consultation.

# Government Staffing Opportunities for GSA Schedule Holders

## Number 1 Staffing Growth Sector: the Federal Government

According to Staffing Industry Analysts, more than 500,000 temporary jobs were lost over the past 12 months. But 600,000 jobs in 10 sectors were added to the economy - #1 sector: *federal government*. Federal government contracts exceeded \$500 billion last year, an increase of 13% of the year before. And Uncle Sam is using more staffing services than ever before.

## Administrative, Labor, Professional, Healthcare, IT and Technical Staffing opportunities

Want to break into or expand federal government business revenues/contracts for your administrative, labor, professional, healthcare, IT or technical staffing company? The obtainment and marketing of one (or more) GSA Schedule Award is a big ticket to successful revenue generating from federal government contracting. For info on 736, 621, 70, 871 & MOBIS Schedules: [gsa.gov](http://gsa.gov) or call us.

## GSA Schedules - Preferred method for government agencies to purchase staffing

GSA Schedules, negotiated pricing MAS (Multiple Award Schedules) awarded by General Services Administration to approved vendors, have become the preferred method for most federal government agencies to buy staffing (and other) services. If you qualify for a GSA Schedule, you must submit a successful best value proposal to the GSA to obtain your Award.

## Save thousands of \$ - You can and should write your own GSA Proposal

Without assistance, completing a proposal can seem complicated.

But it need not be. While many consultants charge tens of thousands of dollars to write a GSA Proposal, that is not necessary. You can and should write your own Proposal --- for three reasons: (1) No one knows your 'best value' proposition better than you, (2) Writing a GSA Schedule Proposal is a great education for writing OTHER federal government proposals, and (3) in negotiation you need to know your offer!



## We focus on obtainment of (5) Major GSA Schedules for Staffing Companies:

- 736 TAPS (Temporary Administrative and Professional Staffing Schedule)
- 621 Professional and Allied Healthcare Staffing Schedule
- 70 IT Technical Services Cooperative Purchasing Schedule
- 871 Professional Engineering Services Schedule
- MOBIS (Mission Oriented Business Integrated Services) Schedule – Consulting & Training

## Hotels and Lodging in Beautiful Seaside Huntington Beach, CA

Arrange your lodging within sight of the Pacific Ocean!

### DELUXE ACCOMMODATIONS

**Hyatt Regency Huntington Beach Resort and Spa** – 21500 Pacific Coast Highway,  
Huntington Beach, CA 92648 - Ph: (714) 698-1234 or (800) 554-9288

**The Hilton Waterfront Beach Resort** – 21100 Pacific Coast Highway, Huntington Beach, CA 92648  
Ph: (800) 822-7873 or (714) 845-8000

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**Best Western Huntington Beach Inn**  
800 Pacific Coast Highway (across from Ocean)  
Huntington Beach, California, 92648-5036  
Phone: 714-536-7500 Fax: 714-536-6846  
AAA or Senior Rates Available  
> 2 miles from International Staffing University

**Best Western Regency Inn**  
19360 Beach Boulevard  
Huntington Beach, California, 92648-2502  
Phone: 714-962-4244 Fax: 714-963-4724  
AAA or Senior Rates Available  
>1 miles from International Staffing University

**Comfort Suites**  
16301 Beach Blvd.  
Huntington Beach, CA, US  
Phone: (714) 841-1812 Fax: (714) 841-0214  
> 2 miles from International Staffing University

**Extended Stay America**  
5050 Skylab West Circle  
Huntington Beach, Ca 92647  
Phone: (714) 799-4887 Fax (714) 799-4897  
>3 miles from International Staffing University

Dress comfortably for the workshop – business casual

### REGISTRATION FORM

Complete and fax with payment to (714) 960-6563. Or mail completed form with payment to:  
International Staffing University, 2120 Main Street, Ste 260, Huntington Beach, CA 92648  
OR you may also register online at [istaffingu.com](http://istaffingu.com), or by calling 714-960-5992.

Fee: \$2995. Add \$945 for 2nd participant from same company

Registrant 1 Name: _____	Email _____	Fee _____	
Registrant 2 Name: _____	Email _____	Fee _____	
Company Check Attached: <input type="checkbox"/>			
Card: AX MC Visa Disc	Card# _____	Exp Date _____	FEE TOTAL <input style="width: 100px; height: 20px;" type="text"/>
Contact Name: _____	Email _____		
Company: _____			
Billing Address: _____			
Phone: _____			