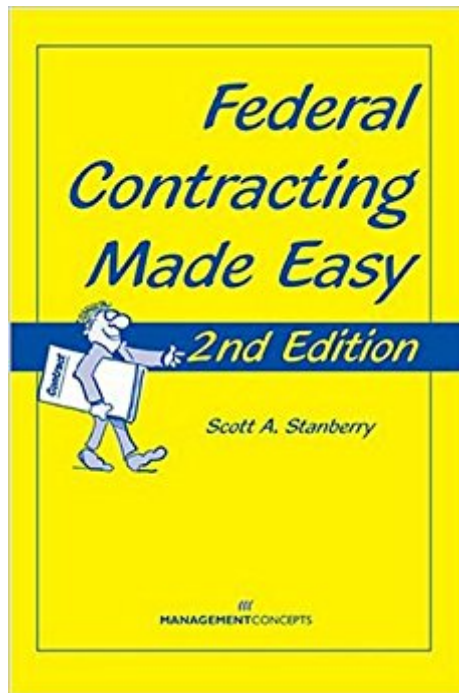




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Federal Contracting Made Easy, Second Edition



Synopsis

How to Find, Apply for, Win, Manage, and Get Paid for a Government Contract. Here is a step-by-step guide to doing business with the biggest customer of all: the U.S. government. Written in plain English, not government jargon, *Federal Contracting Made Easy* explains the process in terms that are easy to understand and follow. This second edition has been completely updated with the most current resources available to federal contractors. Whether you are an entrepreneur seeking government business for the first time or a current contractor with years of experience, *Federal Contracting Made Easy* offers you a treasury of proven methods. You'll learn how to identify new contracting opportunities, enhance your efficiency, and boost your profitability when doing business with the federal government. With over 2,500 buying offices nationwide, the federal government needs a huge array of products and services. This practical handbook will help you find your opportunity.

Book Information

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Best Sellers Rank: #3,745,259 in Books (See Top 100 in Books) #66 in Books > Law >

Administrative Law > Public Contract #326334 in Books > Reference

Customer Reviews

Scott Stanberry, CPA, has more than a decade of experience working in government contracting. In his practice he has helped all types of companies land profitable contracts. In doing so, he has developed and perfected a method for getting noticed, winning the job, and managing the contract from beginning to end.

I bought this book in 2006 when I was getting out of active duty and preparing to start my company. I had purchased several books before this one and this is the best book I have found on Federal Contracting 101. It gave me the basics and was a great tool for me in the beginning stages. My

company is now doing \$10Million annual revenue and I have recommended this book to everyone I meet wanting to get into Federal Contracting. It's not going to tell you what to do, but it will explain the basics of Federal contracting and will allow you as a business owner to decide if this industry is right for you.

Chapters feel like they are out of sequence, certain phrases contradict other phrases that sound like they are key points, the author break his professional tone a times and tries to be funny, feels like he rambles at times and never gets to the point.

Nothing new or earth shattering but it covers all the topics you need to know to start in this field. Great info for a learning tool. Seasoned pros will not find anything new.

Had great references for getting into government contracting... had most of the govt links and suggestions for succeeding with govt contracts

I believe this is a must read for anyone who would like to work with our government!

As Scott Stanberry shows, federal contracting requires serious effort to break into. This market is really unique when compared to any other. Once a business gets established as a federal contractor, it gets easier and often profitable. Federal Contracting Made Easy explains how to get started step by step.

Exactly what I needed

Lots of great info

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