

## FedSources & Lohfeld Consulting Announce: Capture Management Training Seminar



Are you a member of a capture management team?

Do you need to find out more about the capture planning process?

If so, this is an exclusive, one-day training seminar you don't want to miss!



**Featuring**

**Robert Lohfeld**

President and CEO

Lohfeld Consulting Group, Inc.

*Creating winning proposals for government contractors*

Robert Lohfeld has more than 30 years' experience in corporate management building technology corporations serving the Government market. He is consistently recognized for leadership in business development in the Government market and served on the Boards for such prestigious organizations as IAC, TCM, APMP-NCA, AFCEA, and GEIA. Prior to forming Lohfeld Consulting Group, Mr. Lohfeld held senior executive positions at Lockheed Martin, OAO Corp., Computer Sciences Corp. (CSC), and Fairchild Industries. He is a three-time winner of *Federal Computer Week's* Federal 100 Awards (1997, 1998, 1999).

**WHEN:**

Wednesday, June 24, 2009

8:00 AM - 4:00 PM

**WHERE:**

FedSources

8400 Westpark Drive

10th Floor

McLean, VA 22102

(703) 610-8700

**REGISTRATION FEE:**

Clients \$550

Non Clients \$695

Free Parking for Event Attendees

**REGISTER ONLINE NOW:**



8:00 - 8:30 AM	Registration
8:30 - 9:00 AM	Welcome and Breakfast
9:00 - 10:30 AM	Understanding the Business Development Life Cycle Identifying and Qualifying New Business Opportunities
10:30 - 10:45 AM	Break
10:45 - 12:00 PM	Developing Your Capture Plan STEP 1: Becoming a Capture Manager and Forming Your Capture Team
12:00 - 12:30 PM	Networking Luncheon
12:30 - 2:00 PM	STEP 2 - Understanding and Influencing Requirements STEP 3 - Developing Your Solution STEP 4 - Positioning Your Company to Win
2:00 - 2:15 PM	Break
2:15 - 4:00 PM	STEP 5 - Assessing the Competition STEP 6 - Developing Your Win Strategies STEP 7 - Using Teaming Strategies STEP 8 - Setting the Price to Win STEP 9 - Assessing Risk STEP 10 - Conducting Capture Reviews and Managing the Capture Process
4:00 PM	Seminar Concludes