

BACK BY POPULAR DEMAND!

**FedSources & Lohfeld Consulting Group Announce:
Capture Management Training Seminar**



10 step capture management seminar covering everything from identifying and qualifying new business opportunities, to conducting capture reviews and managing the entire capture process.

This is a LIMITED CAPACITY event - prompt registration is encouraged.



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, Bob 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:

Thursday, August 20, 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