

On April 30th, Carroll Bernard, Co-Founder and President of Govology, will be presenting a webinar titled “Prospecting for Government Market Opportunities.”

In this webinar, you’ll learn how to easily set up effective and efficient prospecting techniques for finding not only opportunities that are posted to the public but also those that are not. Carroll Bernard will also provide a brief overview of the new Contract Opportunities portal at [beta.sam.gov](https://beta.sam.gov), and discuss some of the websites where agencies publish opportunities outside of this portal. In addition, you’ll learn about PTAC bid lead/ bid matching systems, and how to position your small business within the proper buying channels to gain greater visibility.

As a client of ND PTAC, you can attend this webinar at no cost to you. So, if you’re interested in this topic, check out the details below and register today.



## **Prospecting for Government Market Opportunities**

**Date:** April 30, 2020

**Time:** 12:00 p.m. CDT

**Instructor:** Carroll Bernard

**Cost:** FREE to ND PTAC clients with the code (contact [ndptac@und.edu](mailto:ndptac@und.edu) to get the code)

[CLICK HERE TO LEARN MORE](#)

### **Registration Instructions:**

***When you register, you’ll receive a confirmation email from Govology with your webinar link. If you don’t receive it, contact [support@govology.com](mailto:support@govology.com).***

1. Add webinar to cart.
2. Enter your code in the Coupon field and click Apply.
3. Click Proceed to Checkout to complete your registration.
4. Fill out the registration form and click Place Order.

If you need assistance with registering, please contact Cathy Lindquist at 701.261.0737.