

On April 23rd, Joshua Frank, of RSM Federal, will be presenting a webinar titled “Who Buys What You Sell – A Step by Step Process.”

In this webinar, Joshua Frank will walk you through an extensive, step-by-step process so that you can research your target customers on your own as often as you like. You will learn how to identify your NAICS codes and your SBA size standards; how to quickly search USASpending.gov and locate your competitors’ pricing; and how to use Microsoft Excel pivot tables and make sense of the hundreds of thousands of fields of data.

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.



Who Buys What You Sell – A Step by Step Process

Date: April 23, 2020

Time: 12:00 p.m. CDT

Instructor: Joshua Frank, RSM Federal

Cost: FREE to ND PTAC clients with the code (contact 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.

1. Add webinar to cart.
2. Enter your code in the Coupon field and click Apply.
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If you need assistance with registering, please contact Cathy Lindquist at 701.261.0737.