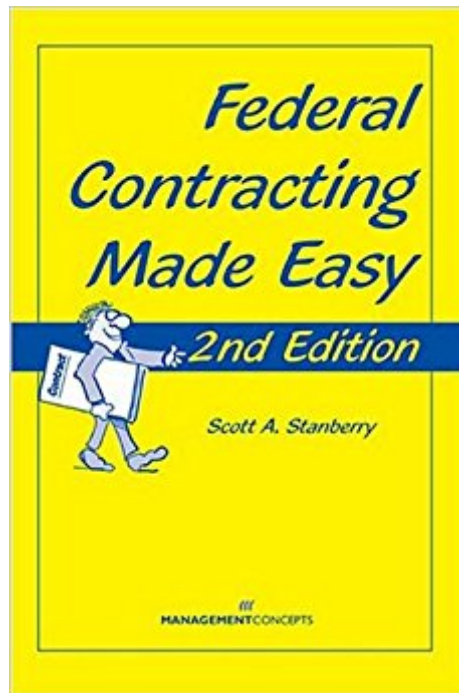




The book was found

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

Paperback: 408 pages

Publisher: Management Concepts; 2nd edition (August 2004)

Language: English

ISBN-10: 1567261582

ISBN-13: 978-1567261585

Product Dimensions: 1 x 6 x 8.8 inches

Shipping Weight: 1.4 pounds

Average Customer Review: 4.2 out of 5 stars 15 customer reviews

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

[Download to continue reading...](#)

Federal Contracting Made Easy, Second Edition Getting Started in Federal Contracting: A Guide Through the Federal Procurement Maze, Fifth Edition Federal Contracting Made Easy, 3rd Edition Federal Contracting Made Easy, Fourth Edition Federal Contracting Made Easy Federal Contracting Answer Book, Second Edition Ten Steps to a Federal Job: Navigating the Federal Job System, Writing Federal Resumes, KSAs and Cover Letters with a Mission Easy European Cookbook Box Set: Easy English Cookbook, Easy Greek Cookbook, Easy French Cookbook, Easy Irish Cookbook, Easy German Cookbook, Easy Portuguese ... Portuguese Recipes, Irish Recipes 1) Easy Asian

Cookbook Box Set: Easy Korean Cookbook, Easy Filipino Cookbook, Easy Thai Cookbook, Easy Indonesian Cookbook, Easy Vietnamese Cookbook (Korean ... Recipes, Asian Recipes, Asian Cookbook 1) Federal Resume Guidebook 6th Ed,: Writing the Successful Outline Format Federal Resume The Federal Courts and The Federal System (University Casebook Series) Iowa Rules of Court Federal 2013 (Iowa Rules of Court. State and Federal) WPA Guide to Florida : The Federal Writers' Project Guide to 1930s Florida, Written and Compiled by the Federal Writers' Project of the Works Progress Administration for the State of Florida Theory Made Easy for Kids, Level 1 (Made Easy (Alfred)) The Music of Eagles Made Easy for Guitar: Includes Their Greatest Hits (The Music of... Made Easy for Guitar Series) Mosaics Made Easy (Crafts Made Easy) Theory Made Easy for Kids, Level 2 (Made Easy (Alfred)) Pantry Stuffers Rehydration Calculations Made Easy: U.S. Measurements / Pantry Stuffers Rehydration Calculations Made Easy: Metric Measurements 21 Famous Portuguese Dessert Recipes -Made Quick and Easy- Portuguese food - Portuguese cuisine- Portuguese Recipes: World Famous Recipes Made Quick and Easy Health Sciences Literature Review Made Easy (Garrard, Health Sciences Literature Review Made Easy)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)