



**STERLING
INNOVATIONS
PRESENTS**

UNDERSTANDING RISKS

In

Fed Gov't Contracting

5-DAY SEMINAR

May 21-25, 2012

ARUBA - CARIBBEAN

www.sterlinginnovations.com

A 5-Day Seminar . . .

“Understanding Risks in Fed Gov’t Contracting”

Federal Government Contracts come with tremendous risks.

Companies accept these risks with each execution of a contract, subcontract, invoice, proposal, business practice, etc. These risks can cause serious financial and professional damage to the company and the staff. Corp Execs and other staff who have the authority to commit the company must understand these risks to avoid serious consequences. However, these risks are far too often unknown.

LEARN HOW TO AVOID THESE RISKS Through this Very Informative Seminar

Highlights of the Seminar are as follows:

- ANY BUSINESS CURRENTLY OR PLANNING TO CONDUCT BUSINESS WITH THE FEDERAL GOV’T MUST KNOW THE RISKS TO MAXIMIZE THE SUCCESS RATE
- DEVELOPED FOR THE OWNERS, EXECS, PMs, CONTRACT/SUBK ADMINS, ETC. THAT HAVE AUTHORITY TO COMMIT YOUR COMPANY
- PROVIDES:
 - OVERSIGHT OF RISKS,
 - PENALTIES ASSOCIATED WITH THE RISKS,
 - SOLUTIONS TO HELP AVOID THE RISKS
- COVERS RISKS ASSOCIATED WITH FEDERAL GOV’T FROM THE PROPOSAL STAGE TO CONTRACT CLOSEOUT, STAFFING, BUSINESS SYSTEMS, TEAMING, ETC.
- GREAT FOR BOTH LARGE AND SMALL BUSINESSES
- CLASS IS STRUCTURED TO INCLUDE A 45-MIN BREAK EACH MORNING AND AFTERNOON TO ALLOW FOR REGULAR COMMUNICATION WITH YOUR STAFF
- SEMINAR FEE INCLUDES 6-NIGHTS HOTEL AND ALL INCLUSIVE MEAL PLAN

The 5-day seminar is being held in the Caribbean Island of Aruba, at the JW Marriott Resort. The Marriott has provided a highly discounted rate to ensure the full seminar cost is within the JTR allowable daily per diem rates and is less expensive than if the seminar was held in Wash DC, New York, or LA. Come enjoy the wonderful Aruban weather and beaches while learning about the most important factor in Fed Government Contracting.

**RISK MANAGEMENT WILL SIGNIFICANTLY IMPROVE
YOUR ABILITY TO SUCCEED IN GOV'T CONTRACTING**

SEMINAR INFORMATION:

SEMINAR FEE: **\$3,995** per attendee (reduced rates if room is shared). Includes seminar, 6-nights hotel, and 7-days of all-inclusive meal plan. See details on-line at www.sterlinginnovations.com for all pricing options.

LEAD INSTRUCTOR: **Mr. Dale Wells - Owner, Sterling Innovations, Inc.**

*** Mr. Wells has over 30 years of experience in Fed Gov't Business Practices. Instructor for over 1,200 hours of Fed Gov't Contracting courses. Conducts in-house training for the top Fed Gov't Prime Contracts and all levels of training for the general public.

TOPICS OF DISCUSSIONS: The following are 'RISK' topics addressed in the week long seminar:

FEDERAL GOVERNMENT CONTRACTING RISKS: TOPICS OF DISCUSSION	
1) Contract T&Cs	13) Time Recording and Record Management
2) Negotiations	14) Findings occurring from a DCAA audit
3) Proposal Submissions	15) Knowing the Government Lingo and Terminology
4) Subcontract Terms and Conditions	16) Staff Hiring
5) Business Practices and Systems	17) Staff Duties
6) Managing Contract Changes	18) Staff Training
7) Extra Costs Associated with Gov Contracts	19) Conflicts of Interest
8) Managing Gov't Property	20) Affirmative Action
9) Knowing Allowable and Unallowable Costs	21) Equal Employment Opportunity
10) 'Most Efficient and Economical Practices'	22) Organizational Conflicts of Interest (OCI)
11) Defective Pricing	23) Foreign Ownership, Control, or Influence (FOCI)
12) False Statements and Claims (Invoices)	24) Disclosing Top 5 Company Exec's Compensation
25) Penalties Associated with the Risks for Corporations, Executives, and Employees	

Course Schedule:

Sun May 20: 7:00p – Welcome Reception for attendees and spouses
Mon May 21: 7:30a – 3:00p: Breakfast served in classroom
Tues May 22: 9:00a – 4:30p: Lunch served in classroom
Wed May 23: 3:00p – 10:00p: Course held outside with dinner served (spouses/non-attending guests invited for dinner)
Thurs May 24: 9:00a – 4:30p: Lunch served in classroom
Fri May 25: 7:30a - 3:00p: Breakfast served in classroom

This class will be of great value to: Owners, Corp Execs, Program Mgrs, Business Mgrs, Contract & Subcontract Admins, and any other personnel who are given authority to commit your company or to provide advice that is used to commit the company.

CLASS IS LIMITED TO THE FIRST 30 REGISTRANTS – REGISTER EARLY TO SAVE A SPOT

MARK YOUR CALENDARS . . . Register Early

May 21-25, 2012
(Welcome Reception May 20)

Cost:
\$3,995 / Attendee
\$3,333 each for 3 or more
from same company

Price includes

- **Seminar,**
- **6-nights hotel and**
- **All-inclusive meal plan**

Hotel includes allowance for one or two persons in room.

Meals are all-inclusive, for one person only. *Non-attendees must pay \$135 per day for an all-inclusive meal plan.*

Price per attendee when sharing a room with another attendee:
\$3,595

Discounted hotel rates available for 3-days before or after seminar.

Come see the
BEAUTIFUL ISLAND
of ARUBA

LOCATION:

Aruba Marriott Resort & Stellaris Casino

Electronic Brochure for Marriott:

<http://archives.paradisembymarriott.com/destinations/vtk/auaar/group/index.html>



STERLING'S WEBSITE

<http://www.sterlinginnovations.com/SterlingWorkshops.asp>

or call/email: Dale Wells, 303-323-8771
dwells@sterlinginnovations.com

REGISTER and PAY:

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NOTE – Unless advanced approval is authorized, payment must be made at time of registration.