



October 2012

Special Edition



Greetings!

*Well, it is done! We have completed our second office move in less than 18 months. Thanks to a totally dedicated staff, all of the coordination was completed and we are settled into class A offices at the **bwtech@UMBC Research and Technology Park**. This 71 acre community is comprised of an extraordinary blend of visionary business, research and academic leaders, and we are bursting with excitement to be invited to join such a stellar group.*

*In addition to continuing to provide the TargetGov exclusive full range of federal contracting consulting services to companies located throughout the US (actually CONUS and OCONUS) we also have **BIG NEWS**: we are teaming with **bwtech@UMBC Research and Technology Park** to provide the **Government Contracting Institute** class series for the purpose of accelerating federal contracting success for attending companies.*

*As president of **TargetGov**, I have had the honor of traveling nationally and internationally to teach and discuss federal contracting issues for and with large and small businesses. Partnering with **bwtech@UMBC** to create substantive timely classes taught by experts with the ultimate goal of helping companies see success supports my core vision and driving force.*

*We are here because **bwtech@UMBC** provides:*

- A location for established companies to expand their business, network and find talent*
- A place for visiting companies to network with other like-minded businesses*
- A location for start-up companies to grow*

We are now convenient to Washington, Baltimore, BWI Airport, and surrounding bases and offices. I look forward to showing off the new digs, please call or email me when you are in the area! We'd love to have



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What Are People Saying About the TargetGov Experience?

"...Thank you very much for taking the time to provide the very informative presentation ... Your Toolkit provided the framework to ensure the highest possibility of success... I intend to check the targetgov.com site regularly for valuable information.

you visit.

Please update your records to include:

TargetGov
5520 Research Park Drive, Suite 100
Baltimore, MD 21228
Phone: 443-543-5067

Here's to your success!



Gloria Berthold Larkin
President, TargetGov
1-866-579-1346

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TargetGov's NEW Home: bwtech@UMBC Research and Technology Park



bwtech@UMBC brings research, entrepreneurship, business leads, prospective clients and economic development in the Maryland region to one singular place—a place full of like-minded businesses on the forefront of innovation. The bwtech@UMBC community is a center of innovation for businesses in all different stages of development.

Our 71-acre community is located minutes from BWI airport and adjacent to UMBC, a research university voted #1 in innovation three years in a row.

[Learn More...](#)

John Kim
SVCN, Inc.

"Your presentation was one of the best I have attended. I liked that it was to the point with specific action steps. No down time during your talk"
S. Ross

"You were great!!! So much buckshot began to come together as one silver bullet."
S. DeVincentis

" The presentation was very clear and the speaker was very knowledgeable."
Lorman Education Services

" It was the best presentation I have seen in a long time! I'm glad I bought your book!!!" M. Hoover

"Great session yesterday - six people listening in on the call/webinar (a Sr VP/Proposal folks/Contracting Specialist/Editing/Pricing) all were very impressed with the presentation..." L. Jackson

I think the teleconference format is very convenient...in fact, I actually listened to one of the conferences while driving back from a meeting with Army representative. Registering and attending is always super easy.
R. Alexander

Was impressed with the registration process. Getting the toolkit link was easy. Download was easy. Dialing in was flawless. Very easy process. Name withheld as requested

Registration was easy, conference was valuable. I'll definitely attend other ones.
M. Creager



TargetGov and **bwtech@UMBC Research and Technology Park** are teaming to create a series of in person government contracting courses through the **Government Contracting Institute**. These courses will start this November. The courses are geared to experienced contractors and those who wish to fast-track federal contracting market entry or penetration. Classes offered include:

- Intermediate Federal Government Contracting Issues
- Federal Contracting Sales Process
- Marketing Your Business to Win Government Contracts
- Getting and Using a GSA Schedule
- Proposal Writing to Win Contracts
- Contract & Project Management
- Accounting for Government Contractors
- Legal Requirements for Government Contractors
- Security Clearances
- Using Socioeconomic Certifications

Stay tuned for more information about the courses and how to register.

Or [email us](#) to be notified of specific classes.

Tips for Relocating Your Office

Here at TargetGov we just completed our second office move in a year and a half. We know that moving your office can be a stressful time for your company. Making sure everything goes smoothly while minimizing any loss and productivity can be difficult. Here are some tips we found helpful for moving an office on [TheMovingPlanner.com](#)



- **Make sure the telephone and internet will be installed in the new office as soon as possible.** The modern office falls apart when communications are down.
- **Set a firm schedule.** Make sure everyone knows what they need to do a when
- **Keep track of security risks.** Sensitive documents and high value items should be moved seperately. Make this a specific person's responsibility don't let the moving company handle it.

[Get more tips...](#)

What are you waiting for?
[Click here](#) for the upcoming schedule.

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Gloria Larkin's Upcoming Speaking Engagements

[CyberMaryland Conference](#)

Baltimore, MD

October 16th- 17th

[MCC VIP Presentation](#)

Rockville, MD

October, 17

[APTAC Fall Training Conference](#)

Washington, DC

November 4th

[Ecobuild America](#)

Washington, DC

December 3rd

Update Your Address

Don't forget to update your records with our new address. The TargetGov offices will now be located at:

**5520 Research Park Drive
Suite 100
Baltimore, MD 21228**

Our phone number will remain the same:

410-772-3914 and 866-579-1346 (toll free)

CyberMaryland Conference



The CyberMaryland Conference will be the epicenter of Cyber Awareness Month as more than 1,000 people are planning on convening in Baltimore for the premier cyber event. This two day conference is designed for information security insiders, business innovators and aspiring professionals.

The event includes:

- CyberMaryland Conference with 28+ Sessions in Three Tracks
- Cyber Generation Showcase & Expo
- Maryland Cyber Challenge & Competition (MDC3) for High School, College & Pro Teams
- National Cyber Security Hall of Fame Inaugural Induction Ceremony & Awards Banquet

Gloria Larkin will be speaking on the topic of "*Accelerating Access to the Government Cyber Market*" as part of the Cyber Business series on Tuesday October 16th.

The conference will be held **October 16th-17th** at the Baltimore Convention Center.

[For more information and to register...](#)