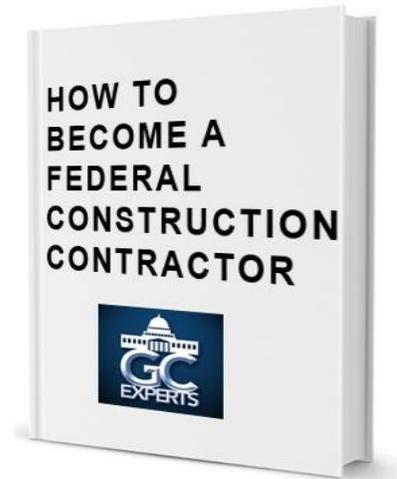


Get a Competitive Advantage and Become an Expert with “Insider” Training Attend the “[Mastering Federal Contracts](#)” Workshop in Austin, Texas



Hi, Doug Reitmeyer here, Keynote presenter at the Construction Expo, Author of *How To Become A Federal Construction Contractor*, creator of “7 Keys To Federal Construction Profits.” and the [\\$100,000 Letter!](#)



Here's part of what you will learn in the Workshop - this is a long list, so brace yourself!

- The fastest way to find profitable federal contracts and where to find construction opportunities that few contractors know about. With this information, members will know exactly who to contact and how to get access to the thousands of federal construction projects that are NOT available through the governments' main procurement website known as FedBizOpps.
- How to cut through the red tape with templates and automated systems that will save time and speed up your business so that you can focus on getting the real work done and putting cash in the bank. Never pull another license or worry about licensing!
- Qualifying for set-aside contracts that have less competition and may result in projects with a greater profit margin.
- How to find additional bonding and bonding alternatives that can save you up to 50% over traditional bonds and are acceptable on many federal contracts up to \$150,000 in value.
- How we've been paid full value on change orders 100% of the time using a simple diagram.
- How to meet the requirements of multiple mandatory site visits from a thousand miles away at no cost and without leaving home.
- Several ways to find qualified subcontractors from across the country and how to manage them to successful and rapid contract completion.
- Negotiating techniques and other methods of getting the most material at the least cost.

- Introduction to PPIRS - A unique method of getting great references from owners and government representatives. It's the references that will turn proposals into awards even when your bid is higher than the competition.
- What to do when your bid is too low. A detailed explanation as to when it is best to modify the bid, how to do it so your bid is not rejected and how to withdraw bids without penalty.
- What to do when your submitted bid price is too high. You will learn a unique strategy to help the government change their evaluation of your bid.
- The only method of payment application that fully complies with all the regulations so your funds are received quickly and with protection from payment claims.
- How to get paid for contract delays - an introduction to the Eichleay formula and how we have used it to collect more than \$1,000,000 in delay costs.
- Accounting methods that save contractors thousands of dollars every year.
- Training on the use of a unique contract clause that 100% guarantees that contractors will never have a lawsuit from any subcontractor. (Note: The one time that a subcontractor's attorney did file a lawsuit, he received a simple letter that caused him to immediately withdraw it.)
- How to use the past performance of competitors to predict future bid results.
- The most direct path through the maze of the Wide Area Work Flow payment process (WAWF) – the fastest way to make sure you're first in line for the money
- The Davis-Bacon Act – How to leverage the requirements to speed project completion.
- One bidder contracts – Complete details of five recent federal contracts that only had one bidder. You'll learn how they were discovered and bought out, what tools were utilized such that each generated a greater than 50% profit margin, and the process we use to close out a contract to save money after the job is over.
- A unique method of building a project twice as fast without increasing costs or incurring overtime expense.
- Methods of using the VECP and other clauses of government contracts to greatly increase the profitability of a project even before construction begins.
- How a simple letterhead change and a few phone calls have saved millions on construction costs.

- How to save an average 6% on the cost of materials by changing the location of purchase.
- Prefabbing techniques that have cut costs by 50% and more. As an example, we'll go through the famous National Historic Lake Tahoe Gatehouse Project. We'll get into the details of the change orders, and you'll learn why poor government logic had little effect on the bottom line. (Job photos are shown below)
- How using OEM parts pricing cut the cost of special materials by 92% on one contract and how other OEM materials were substituted under the "functionally equal to" clause to save even more at the Walter Reed Army Medical Center.
- You'll see the internal government study that reviewed their own construction estimates and determined that at least 35% of them were significantly wrong. More importantly, you'll find out how to use that information to your advantage in negotiations.
- Find out methods you can utilize to save tons of money with outsourcing in several areas of your business.
- Unlocking "locked in" quotes – the methods that were used to break supplier "sole source" pricing and lower our material costs by 23% on a \$540,000 contract at the University of Texas, enabled us to make over \$220,000 on a \$347,000 contract at the Veterans Hospital in Charleston, SC when the 2nd lowest bid of five bidders was \$495,000, and learn how we increased the profit on a contract at Naval Air Station, North Island by \$224,000.
- Understanding pricing levels; how one material item can have 23 different levels of pricing depending on which phone line rings into the manufacturer and how the conversation is handled.
- How to change perceptions: If you can do it here, then you can do it anywhere.
- Special techniques of "Bracketing", the \$100,000 letter that has made over \$3,000,000 in profit and our methods of "Forced Action"; **THE MOST POWERFUL BUSINESS AND FEDERAL CONTRACTS TRAINING EVER CREATED!**

You will be astonished with the benefits and ROI of this Training and Membership Program beginning with the 3-Day Workshop. Graduates are invited to join our exclusive national network of contractors that spans Alaska to Florida, New York to Hawaii.

Attend the 3-Day "Mastering Federal Contracting" Workshop and you'll receive access to our proprietary database and templates that will streamline your business with the United States Government. Never pull another permit or worry about being licensed!

There are three initial prerequisites to qualify for one of the coveted tickets:

- 1) You must have 5 years or more experience in the construction business either as a contractor, builder or subcontractor.
- 2) You must be registered in CCR/SAM to bid on and receive federal contracts. If you have not done so, visit www.GCExperts.com, watch the "Gov. Registration" video. Receive the "Getting Started" eBook by sending an email request to doug@gcexperts.com. Follow the step-by-step instructions and get registered.
- 3) You agree to be a participating member in our program and invest time and a little money in yourself and your business.

Here's more of what really makes this Workshop special:

On the last day, attendees will select a real federal construction contract opportunity from a list of hundreds. Estimating techniques will be demonstrated and discussed with all the other attendees. By the end of the Workshop, you will know exactly how to find and bid projects anywhere you want along with the confidence to succeed & much more.

According to our graduates, the value of our training is easily worth 10 to 100 times more than they invested, but we're not stopping there . . .

In addition to the 3-Day high intensity Workshop you'll receive a full month of bi-weekly BidTrakker Market Reports that identify each of the hundreds of federal construction opportunities available over the coming 30 days. BidTrakker Reports are a huge time-saver and an essential tool of the Professional Government Contractor.

You'll be invited to mastermind conference calls where members can ask their toughest questions and get immediate answers from the pros. You'll also have a full month of pre-paid membership in the exclusive Federal Construction Experts Forum that provides a platform of support for our graduates covering everything related to federal construction contracts.

As a special bonus, attendees will be introduced to Sean Reitmeyer's Advanced Method of Sales Success Training where you will learn how to apply Sean's closing techniques in your business to save time and increase profits.

Tickets for this single special event are only \$9,997/ticket for two executives, as they are being supplemented by the sponsors, and they may be sold out if you wait.

OUR PROMISE: *"The 'Mastering Federal Contracting' Workshop is unconditionally guaranteed to be the best and most powerful business training event ever created or simply request a full refund, no questions asked."*

That said, no one has ever requested a refund. Why do you think that is?

Each Workshop is a private, “by invitation only” event. Collectively the graduates have received over \$400 million in high profit contract awards. Want to join them?

If it is extremely important to you to have Advanced Federal Contracts Training, please call (512) 750-2677 and ask what other options or tickets may become available for a future training event. Advanced information: <http://GCExperts.com/workshops>

All the best to your greatest success, Doug Reitmeyer

PS - Your Workshop Instructor: Doug Reitmeyer’s career spans four decades and includes completing over 1,000 federal construction contracts worth more than \$1 Billion. Doug is the creator BidTrakker and the \$100,000 letter – see www.100KLetter.com. Over the past 30 months, members in this program have received more than \$330 million in highly profitable federal contracts. At this Workshop, You will learn exactly how you can do this too!

This is a limited time offer for something special that can really help accelerate your business success. Interested contractors and subcontractors are encouraged to view all the video training available at www.GCExperts.com/workshops prior to attending the Workshop.

*See www.GCExperts.com for details, See Results: www.GCExperts.com/testimonials

Doug Reitmeyer is also the Co-Founder of the *Federal Construction Magazine* and is this publication’s Expert columnist. Doug’s LinkedIn group “Federal Construction Professionals” has over a thousand members and continues to grow, while his Federal Construction Blog, located at www.reitmeyer.com has been widely recognized for its valuable content by contractors and subcontractors throughout the entire United States and its territories.

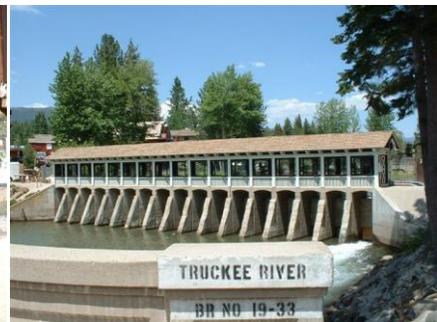
Profile of a Federal Construction Contract:



Before



After



After

These are before and after photos of the Bureau of Land Management funded rehabilitation of the famous National Historic Lake Tahoe Gatehouse that controls the water flow out of Lake Tahoe into the Truckee River. Over 200 Federal Agencies spend billions of construction dollars every year to build and maintain our country. Uncle Sam Needs You To Keep America Strong!

