



# **The Minority and Woman-Owned Small Business Guide to Government Contracts: Everything You Need to Know to Get Started**

*Linda Rawson*

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*The Minority and Woman-Owned Small Business Guide to Government Contracts: Everything You Need to Know to Get Started* takes the complication out of getting started in government contracting when you are a small business. Don't learn the hard way and utilize the steps outlined in this book to navigate through the massive amount of paperwork.

The author, **Linda Rawson**, CEO, and Founder of DynaGrace Enterprises started her company initially called Sensory Technology Consultants, in 2006. DynaGrace Enterprises (DGE) is 100 percent Women-Owned Small Business and is SBA 8(a) certified and has done over \$1 billion dollars of DoD government contracts. Linda shares her knowledge of government contracting to help you get started.

In this book you will learn:

- Why you would consider obtaining government contracts to help your business be profitable
- How to get started in government contracting including government systems that you need to register on
- How to correctly set up your accounting system to ensure proper classification of revenue and expenses
- How to apply for and obtain socioeconomic status to get government contract set-asides
- Documented examples of how to search for government work with step-by-step instructions
- How to market the federal government including marketing artifacts and social media strategies
- A brief overview of how to respond to government contracting opportunities
- Some excellent human resource tips

*The Minority and Woman-Owned Small Business Guide to Government Contracts: Everything You Need to Know to Get Started* helps you understand the steps required to begin obtaining government contracts.

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Precisely why? Because this The Minority and Woman-Owned Small Business Guide to Government Contracts: Everything You Need to Know to Get Started is an unordinary book that the inside of the book waiting for you to snap it but latter it will distress you with the secret it inside. Reading this book next to it was fantastic author who write the book in such incredible way makes the content inside of easier to understand, entertaining way but still convey the meaning entirely. So , it is good for you because of not hesitating having this any more or you going to regret it. This excellent book will give you a lot of positive aspects than the other book possess such as help improving your expertise and your critical thinking technique. So , still want to hesitate having that book? If I were you I will go to the publication store hurriedly.

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