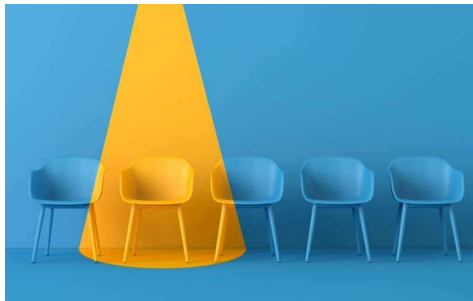


On November 21, 2023, Joshua Frank (RSM Federal) will be presenting a webinar titled “How to Competitively Respond to a Sources Sought and Influence the Acquisition (2023 Update).” This fast-paced and high-energy session will provide valuable insights and strategies to help you stand out in the government contracting arena. Learn how to create a standout response format, including a cover page, corporate overview, and capability statement. Additionally, discover the power of influence by making recommendations and subtly highlighting your strengths while noting the weaknesses of your competition.

As a client of APEX Accelerators (formerly ND PTAC), you can attend this webinar at no cost to you. If you are interested in this subject, check out the details below and register today!



### **How to Competitively Respond to a Sources Sought and Influence the Acquisition (2023 Update)**

**Date:** November 21, 2023

**Time:** 12:00 p.m. CDT

**Instructor:** Joshua Frank (RSM Federal)

**Cost:** Free with the code (contact [ndapex@und.edu](mailto:ndapex@und.edu) to get the code)

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#### **Registration Instructions:**

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