

On August 20, 2024, Rich Earnest (Earnest Consulting Group) will present a webinar titled “GSA Multiple Award Schedule – Is It Right For Your Company?” There's a common misconception in government contracting that a GSA Multiple Award Schedule (MAS) is a golden ticket to an influx of unsolicited orders from government entities. However, the reality is quite different. Despite holding a MAS, a significant number of contractors fall short of the GSA's annual sales benchmark. This webinar will explain the criteria to determine whether the MAS fits your company and what you sell. You will also learn what GSA's MAS is and is not, how to determine who buys what you sell using the MAS, how to determine competitive pricing and more.

As a client of APEX Accelerators 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!



## **GSA Multiple Award Schedule – Is It Right For Your Company?**

**Date:** August 20, 2024

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

**Instructor:** Rich Earnest (Earnest Consulting Group)

**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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2. Add the webinar to cart.
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If you need assistance with registering, please contact Cadi Zerr at 701-777-6574.