



Corporate & Government Contracts Consulting

Small business. Big contracts.

In this 12-month done-with-you consulting program, Latesha leverages her years of experience and insider knowledge on the buyer side of corporate contracting to help your small business secure corporate and government contracts.

1 ASSESSMENT

We will **assess** your strengths and gaps, brand, licenses, certifications, financials, and insurance, to develop an action plan.

2 BRAND IMAGE

We will **enhance** your brand presence: website, social media, LinkedIn profile, testimonials, and capability statement.



Scan me!

3 CREDENTIALS

We will **address** any issues with licenses, certifications, insurance, and financial statements.

VISIT www.thesavvydiva.com TO APPLY

4 OUTREACH STRATEGY

We will **identify** ideal customer targets, conduct research, and **develop** outreach strategy. Then we'll **register** your business with government entities and corporations and review available opportunities.

5 THE PERFECT PITCH/BID

We will **create** a compelling corporate pitch and proposal (or government bid), highlighting how you can solve their problem. We'll help you **respond** to any requests for additional information.

6 CONTRACT NEGOTIATION

We will provide contract negotiation strategies and will review contracts along with your attorney.

