

CURRICULUM

There are over 20 topics taught by highly experienced industry and government professionals with a focus on accelerating your growth through best business practices. Examples include:

- Advanced proposal, business development, capture, and marketing strategies
- Strategic Planning
- Contracting and Teaming agreements

- Advanced accounting strategies including financial reporting and contract financing
- Managing risk
- In-direct rate and rate competitiveness

FREQUENTLY ASKED QUESTIONS

Instruction, meals, and hotel are free for participants. VIP GROW is fully funded by the Montgomery County Chamber Community Foundation (MCCCF). MCCCF funds this program through a public-private partnership made up of a cooperative agreement with the U.S. Small Business Administration (SBA), support from the State of Maryland and private sponsorships.

Note: Travel expenses are not covered.

What is a typical participant company?

Companies on average have been in business 8 years and have 16 full-time employees.

Where is the VIP GROW held?

At the Bolger Center in Potomac, Maryland, 11 miles from the White House (www.BolgerCenter.com)

APPLY: Enrollment Now Open: [VIP GROW Class: January 22-24, 2019](#)

To learn more about the VIP Program or to apply visit our website at www.NationalVIP.org. For additional questions, call or email Barbara Ashe at 301-738-0015 x215 or bashe@mcccmd.com