VIP ADVANCE

NOW ACCEPTING APPLICATIONS

VIP ADVANCE is a 3-day in-residence training program that is offered at NO COST* to Veteran business owners nationwide. The program is designed specifically for service-disabled and Veteran-owned small businesses interested in taking their business to the next level in the Federal marketplace. With a real-time curriculum created and taught by industry and subject matter experts, VIP ADVANCE is designed to highlight key areas in an organization that need to be managed in a controlled environment for successful growth and sustainability.

Since its launch in March 2022, 64 companies have graduated VIP ADVANCE from 16 states, plus DC.

Program Outcomes:

- On average, VIP ADVANCE graduate companies are in business for 13 years with 76 full-time employees
- 94% are Service-Disabled Veteran-Owned Business
- 48% are Minority-Owned Business
- 50% are Small-Disadvantaged Business 8(a)
- 20% are Woman-Owned Business
- 20% are HUBZone

*Includes Hotel, Meals, and Training

www.NationalVIP.org
Eligibility

- An owner, principal or C-level executive for a for-profit Veteran-owned business
- Have been in business for at least 5 years
- $10M annual revenue and up
- Have prime experience or currently bidding on prime contracts

Curriculum

- Operational Strategies and Processes
- The Importance of Purpose Driven Companies
- Mergers & Acquisitions
- The Anatomy of a Decision To Sell Your Business
- Clients And Contracts
- Pricing To Win
- Business Development
- How To Build Value With Key Talent, Boards, and Lobbyist

Questions? Contact VIP National Director, Barbara Ashe, at (301) 738-0015 x215 or bashe@nationalvip.org