

Bob Lohfeld shares his capture management and proposal management thoughts and best practices along with business development advice for the government contracting industry. Topics include: -To succeed, deliver what you promised -Better reviews equal better proposals -Get the most out of your contract debriefing -5 tips for hiring a proposal consultant -3 Steps to improving your proposals -What the government won't tell you about your proposal -3 Keys to creating winning proposals -10 Reasons why you need capture management -Resolve to improve your win rate -Ask the right questions to understand customer objectives -5 Passing grades you need to lead the pack -3 Critical steps to surviving tough times -Pitfalls to avoid in a down market -Why your win rate is hurting your business -5 Predictions for the 2020 Market -7 tips for crafting a dominant proposal summary -6 Ways your proposals fail -How bad are your proposals? -How to raise your win rate by 20% -3 tips to maximize past performance -How to avoid a contract protest -6 quick fixes that will improve your company's win rate -Can you keep your bid out of the reject box? -Will low-price contracting make us all losers? -100 words that kill your proposals -4 Keys to better capture analytics -Do's and don'ts of lowering your proposal costs -7 steps from good to great proposals -Today's market demands benchmarking proposals here's how

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