

5DAY

MIDDLE MAN

CHALLENGE



WITH
WES FISHER

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**MASTERING LUCRATIVE
CONTRACT OPPORTUNITIES**

2

**CONNECTING WITH TOP-NOTCH
SUBCONTRACTORS**

3

**THE ART OF CALLING
SUBCONTRACTORS**

4

**CRAFTING COMPELLING
PROPOSALS**

5

**YOUR GOVERNMENT
CONTRACTING BLUEPRINT
REVEALED!**



MASTERING LUCRATIVE CONTRACT OPPORTUNITIES

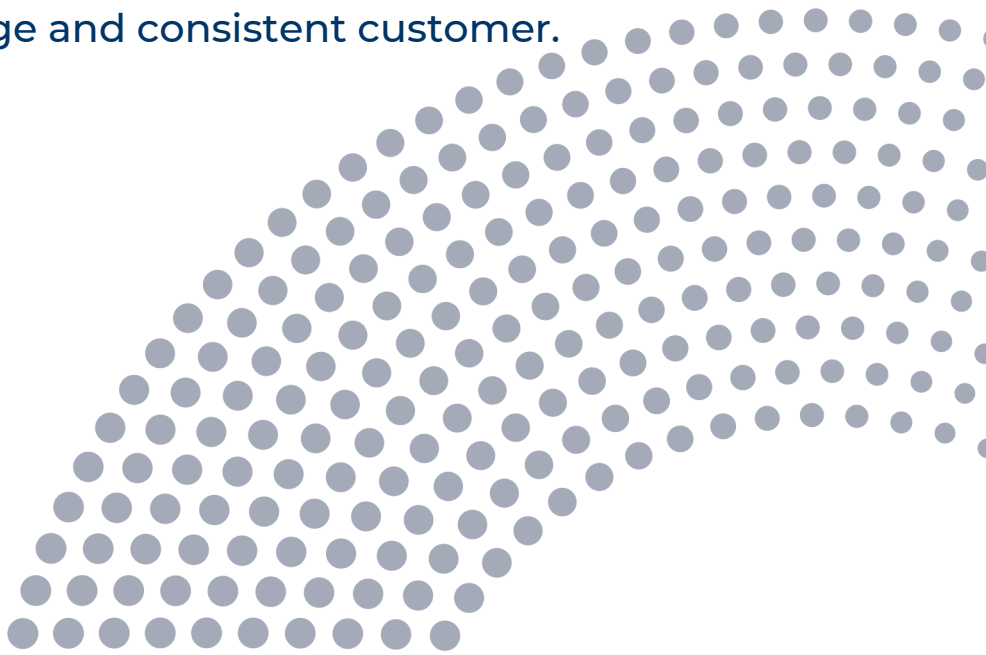
WHAT IS A Government Contract?

Federal government contracts are agreements between the federal government and a vendor or contractor to provide goods or services to the government.

The contracts are typically awarded through a competitive bidding process and the government evaluates proposals based on various factors, such as price, quality, and technical capability.

The government uses contracts to acquire a wide range of products and services, from office supplies and IT services to construction and defense systems.

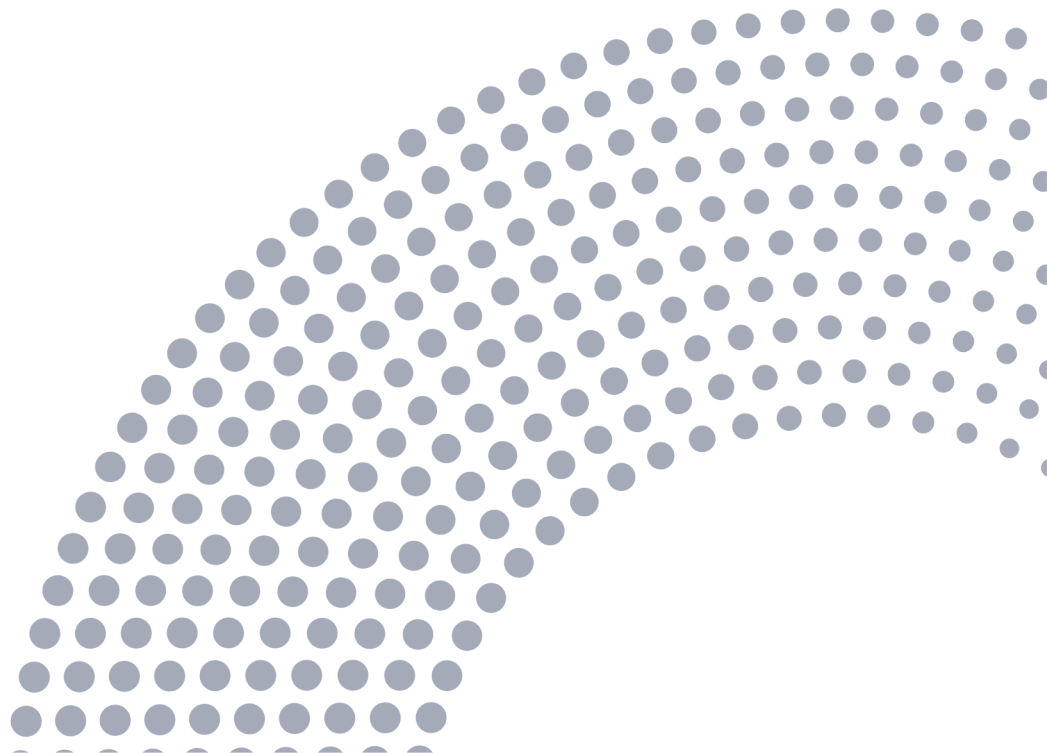
Federal government contracts can be very lucrative for companies and provide them with a stable source of income, as the government is a large and consistent customer.



WHAT IS a "Prime"?

A "prime" in the context of government contracting refers to a prime contractor, which is a company that holds a primary contract with the government to perform a specific project or task.

The prime contractor is responsible for executing the work and is often involved in subcontracting with other companies to help fulfill its obligations under the contract. In essence, the prime contractor acts as the central point of coordination between the government and the various subcontractors working on the project.



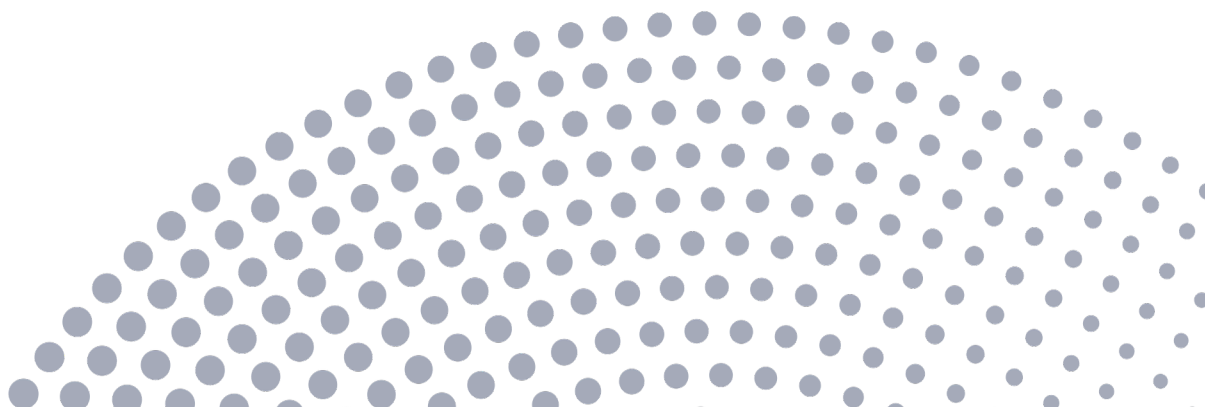
WHAT IS

Is the "Middleman Strategy"?

The middleman strategy in government contracting, refers to the approach of serving as an intermediary between the government and the businesses that provide goods or services to the government.

The middleman works to identify opportunities for businesses to sell their products or services to the government, and then helps to facilitate the contract between the government and the business.

The middleman may provide a range of services, such as helping the business to identify suitable contract opportunities, preparing the required proposal documents, negotiating the terms of the contract, and managing the contract after it has been awarded. The goal of the middleman is to help businesses win contracts and grow their sales, while also providing value to the government by ensuring that they receive high-quality goods and services at a fair price.



CONTRACT OPPORTUNITIES

Get Your LLC
<https://bit.ly/3RN11L0>

30,000 to 50,000 opportunities per day

Sorting vs. Not Sorting

Active vs. Inactive

SERVICE VS. PRODUCT

Get Your LLC
<https://bit.ly/3RN11LO>

Loans and Finances

Pinging the CAGE Code

Credit Game

HOMework

1. Complete LLC, get EIN number and start registration on sam.gov using the free training in the 5 Day Middleman Challenge Community.
2. Post in the community: Post a video AHA in the 5 Day Middleman Challenge Community about any of the concepts shared with you today that was new to you!

BOOKS AND RESOURCES

1. [The 4Hour Work Week](#)
2. [The Slight Edge by Jeff Olson](#)
3. [Government Contracting: Middleman Style by Dr. Wes Fisher](#)
4. [Prompt Bid Win by Dr. Wes Fisher](#)



CONNECTING WITH TOP-NOTCH SUBCONTRACTORS

CALLING CO'S

Get Your LLC
<https://bit.ly/3RN11LO>

Script

Email

Tracking

READING OPPORTUNITIES

Get Your LLC
<https://bit.ly/3RN1ILO>

Price Sheet

Scope of Work

Instructions to Offerors

MINDSET NEEDED

Get Your LLC
<https://bit.ly/3RN11L0>

Communication Skills

Who cares how you look

Fear

HOMeworks

1. Post yourself calling a CO in the 5 Day Middleman Challenge Community.

BOOKS AND RESOURCES

1. [The One Minute Millionaire by Mark Victor Hansen](#)
2. [Consider ordering Adobe Premium](#)
3. [Government Contracting: Middleman Style by Dr. Wes Fisher](#)
4. [Prompt Bid Win by Dr. Wes Fisher](#)



THE ART OF CALLING SUBCONTRACTORS



FINDING SUBS REVIEW

Get Your LLC
<https://bit.ly/3RN1ILO>

Google

Local Chamber of Commerce

Connections and Outreach

CONTACTING SUBCONTRACTORS BASICS

Get Your LLC
<https://bit.ly/3RN11LO>

Asking for Quote

Copy and Paste

Adobe

HOMeworks

1. Post a video and record of one of your calls with a subcontractor in our 5 Day Middleman Challenge Community.

BOOKS AND RESOURCES

1. [The Science of Getting Rich \(FREE\)](#)
2. [Government Contracting: Middleman Style by Dr. Wes Fisher](#)
3. [Prompt Bid Win by Dr. Wes Fisher](#)



SUBMIT THE PROPOSAL



TELECOMMUNICATIONS



PUTTING MONEY ON TOP

Get Your LLC
<https://bit.ly/3RN11L0>

Market research

Pricing

What to do if you have only one quote:

INSTRUCTIONS TO OFFERORS

Get Your LLC
<https://bit.ly/3RN11LO>

Read

Read

Read AGAIN, contact the CO if you have questions.

HOMEWORKS



1. Post in the community what number of proposals you are committed to submitting this month.

NOTES:





YOUR GOVERNMENT CONTRACTING BLUEPRINT REVEALED!



NOTES:

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<https://bit.ly/3RN11LO>

Resources:

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HOMEWORK

SUBMIT

SUBMIT

SUBMIT

