

FEDERAL FASTSTART

Build Your Federal Contracting Path in 4 Weeks

Oct 12 - Nov 6, 2026

A focused 4-week VIRTUAL online program designed to help you figure out where you fit in the federal market, who to target, which opportunities are worth pursuing, and exactly what to do next.

[YES. I WANT TO JOIN FEDERAL FASTSTART →](#)

You Know There's Opportunity in Government Contracting.

The federal government buys hundreds of billions of dollars in products and services every year.

You've seen companies win contracts. You've heard people talk about SAM.gov, set-asides, subcontracting, consulting, RFIs, Sources Sought, GSA Schedules, and federal sales.

Maybe you've spent hours watching YouTube videos, attending webinars, searching SAM.gov, or trying to piece everything together yourself.

But there's a problem. You still don't have a clear path.

What should I actually sell to the government?

Does the government even buy what my company provides?

Which agencies should I be targeting?

Should I pursue contracts directly or start as a subcontractor?

Which opportunities on SAM.gov are actually worth pursuing?

Am I already too late by the time I find an RFP?

Could I build a business consulting other companies in government contracting?

How much time is this really going to take?

What should I actually be doing first?

If you've been asking those questions, Federal FastStart was built for you.

Stop Consuming. Start Building.

There is no shortage of free information about government contracting. Information isn't the problem. The problem is knowing how all of that information applies to you.

Federal FastStart isn't designed to give you another library of videos to watch. Over four weeks, you'll apply federal contracting strategy to your own business, background, capabilities, and goals.

STAGE	QUESTION	WHAT YOU BUILD
POSITION	Where do I fit?	Federal Market Position
TARGET	Who should I target?	Federal Target List
QUALIFY	What should I pursue?	Qualified Pipeline + Top 3 Pursuits
PURSUE	What do I do next?	90-Day Federal Action Plan

[BUILD MY FEDERAL PATH →](#)

WEEK 1: POSITION

Find Your Federal Fit

Before you start chasing contracts, you need to know where you fit and whether the opportunity is worth pursuing. You'll learn how to evaluate federal demand, understand the economics of your market, and determine where your capabilities have the greatest opportunity.

- How the federal contracting process works
- How government agencies buy products and services
- How to determine whether the government buys what you sell
- How much the government spends on what you sell
- Average contract values in your niche
- How to estimate the potential annual opportunity for your business
- How to identify the intersection between your capabilities and federal demand
- How to compare niches before deciding where to focus
- How to begin narrowing your federal niche
- How set-asides and certifications can affect your positioning
- Contractor, subcontractor, and consulting paths

YOUR WEEK 1 OUTCOME: Federal Market Position + Market Opportunity

WEEK 2: TARGET

Find Your Buyers & Opportunities

One of the fastest ways to waste time in federal contracting is trying to sell to everyone. Week 2 narrows the market to the agencies, offices, buyers, and opportunities that fit your strategy.

- How to identify your primary government customers
- How to understand agency buying patterns
- How to research how agencies have historically purchased what you sell
- How to identify RFIs, Sources Sought, RFQs, and RFPs
- How to search SAM.gov more effectively
- How to use acquisition forecasts to find opportunities earlier
- How to identify subcontracting opportunities

YOUR WEEK 2 OUTCOME: Federal Target List

WEEK 3: QUALIFY

Build a Pipeline Worth Pursuing

Finding an opportunity doesn't mean you should pursue it. You'll learn to separate opportunities worth your time from the ones likely to waste it.

- What a federal sales pipeline should actually look like
- The difference between a lead and a qualified opportunity
- How to evaluate opportunities against your strategy
- How to research competitors and incumbents
- Why timing matters
- How to determine whether you should PURSUE or PASS

YOUR WEEK 3 OUTCOME: Qualified Federal Pipeline + Top 3 Pursuits

WEEK 4: PURSUE

Build Your 90-Day Federal Action Plan

By Week 4, you'll know where you fit, who you're targeting, and what you should be pursuing. Now you'll turn that work into action.

- How the federal sales process moves from opportunity to pursuit
- Why relationships matter before solicitations are released
- How companies begin engaging government buyers
- How RFIs and Sources Sought fit into the acquisition process
- What federal business development actually requires
- How to prioritize the next 30, 60, and 90 days

This Isn't Just Another Online Course

We're not putting 50 hours of videos into a portal and wishing you luck. Federal FastStart combines focused training with practical application.

Focused Weekly Training	Learn only the concepts you need at each stage instead of getting buried in random information.
Weekly Assignments & Worksheets	Apply the training directly to your business, background, and goals.
4 Live Coaching & Q&A Sessions	Bring your questions, targets, and opportunities and get guidance while you're building.
Pursue or Pass Framework	Learn how to think strategically about real federal opportunities before committing time and money.
4 Tangible Deliverables	Finish with a market position, target list, qualified pipeline, and 90-day action plan.

Who Is Federal FastStart For?

- A business owner who wants to explore selling existing products or services to the federal government.
- An entrepreneur considering government contracting but still trying to determine where you fit.
- An aspiring GovCon consultant who wants to understand the market and what's actually required before trying to advise other businesses.
- Someone already searching SAM.gov but struggling to determine which opportunities are actually worth pursuing.
- Someone who has consumed GovCon content but still doesn't have a focused market, target customer, pipeline, or clear plan.

If you're thinking, "I know there's opportunity here. I just need someone to help me figure out what my opportunity is," FastStart is designed for you.

Common Questions

What if I'm completely new to government contracting?

That's perfect. You don't need to walk into FastStart knowing your NAICS codes, target agencies, contract vehicles, or which solicitations you should pursue. We'll start with the foundation. What matters is that you're willing to do the work each week and apply what you're learning.

What if I don't own a business?

That's okay. FastStart can help you explore where your experience and skills fit in the federal market and determine whether contracting, consulting, or another path makes sense for you.

What if I already own a business?

Even better. FastStart can help you determine whether there's federal demand for what you already sell, identify potential government customers, and begin building a federal strategy around your existing capabilities.

What if I'm interested in consulting?

FastStart is made for you too. You'll get exposure to the fundamentals, research, targeting, pipeline development, and pursuit process so you better understand what the work actually involves before trying to advise other companies.

What if I just want a job working in federal sales?

Good to go. FastStart can help you understand how the federal market works, how companies sell to government agencies, and whether a career in federal sales or business development is the right path for you.

What if I don't have much time?

You don't need to quit your job or spend eight hours a day working on government contracts to participate. You will need to make time for the training and assignments. Part of the purpose of these four weeks is to understand what building a federal business actually requires.

What if I can't make a live session?

No problem. Each live session will be recorded and available for you to watch on your schedule, so you won't miss anything.

What if I finish and decide GovCon isn't right for me?

That's valuable too. It's better to spend four focused weeks determining whether the opportunity fits your goals, capabilities, and resources than to spend the next year blindly chasing opportunities that were never a good fit.

What is the difference between Federal FastStart and GovClose?

Federal FastStart helps you build your path. GovClose helps you execute it.

FastStart is a focused 4-week program designed to help you determine where you fit in the federal market, who to target, what opportunities to pursue, and what to do next.

GovClose is our comprehensive program that goes much deeper into federal sales strategy, business development, relationships, capture, proposals, competitive positioning, and the ongoing execution required to compete and win federal contracts.

Why We Created Federal FastStart

GovClose has traditionally been our comprehensive program for people who already know they are serious about building and executing a federal sales strategy.

But we kept meeting people at an earlier point in the journey. They could see the opportunity, but they were still trying to answer foundational questions: Where do I fit? Who should I target? What opportunities should I pursue? What is this really going to require from me?

We realized there needed to be something between watching free content and making a much larger commitment to a comprehensive program.

That's why we created Federal FastStart. It's designed to help you get focused, start building, and determine your path forward.

FastStart Is Not GovClose “Lite”

We intentionally stop FastStart at a certain point.

FEDERAL FASTSTART	GOVCLOSE
Build Your Path. Determine where you fit, who to target, what to pursue, and what to do next.	Execute the Strategy and Learn How to Win. Go deeper into federal sales strategy, relationship development, capture, competitive positioning, proposals and compliance, contract vehicles, coaching, and execution.

Who You'll Be Learning From

Federal FastStart is powered by the same GovClose methodology used in our comprehensive certification program.

GovClose was founded by Lt. Col. (Ret.) Richard C. Howard, a former U.S. military acquisitions officer who managed more than \$82 billion in federal contracts. GovClose has trained more than 400 professionals in federal contracting and sales.

You're not learning government contracting from someone who simply figured out how to search SAM.gov. You're learning the federal marketplace from the buyer's side of the table.

Here's Everything You Get

- 4-week Federal FastStart program
- Focused weekly on-demand training
- 4 live coaching and Q&A sessions
- Federal Market Position worksheet
- Federal Target List
- Opportunity research and pipeline-building framework
- Pursue or Pass Scorecard
- Qualified Federal Pipeline
- Top 3 Pursuits
- 90-Day Federal Action Plan

YOUR INVESTMENT

~~\$997 Regular Price~~

\$497 First Cohort Price

Save 50% for our first Federal FastStart cohort. Enroll by September 30.

The regular price of Federal FastStart is \$997. For our first cohort, you can enroll for only \$497 and save 50%. This introductory price is available only through September 30.

This isn't a low-cost video course. It's a focused four-week sprint with training, tools, assignments, and live coaching designed to help you build your federal path.

[YES, I WANT TO JOIN FEDERAL FASTSTART →](#)

This Is the Only Federal FastStart Cohort We're Offering This Year

Federal FastStart is launching as a live cohort. You'll move through the four weeks alongside the other participants and join us for the live coaching sessions.

We're limiting this cohort to the first 50 participants.

Once those spots are filled, enrollment closes. Because this is the only FastStart cohort we're planning to offer this year, waiting means waiting until the next time we decide to open the program.

If you've been sitting on the sidelines trying to determine whether government contracting is worth pursuing, this is your opportunity to stop researching and start building.

Four Weeks From Now...

You could still be watching videos, searching SAM.gov, wondering which agency to target, and trying to figure out how all of this fits together.

Or you could have:

- Your Federal Market Position
- Your Federal Target List
- Your Qualified Federal Pipeline
- Your Top 3 Pursuits
- Your 90-Day Federal Action Plan

And most importantly: You'll know what to do next.

JOIN FEDERAL FASTSTART

4 Weeks • 4 Live Coaching Sessions • 4 Tangible Outcomes

~~\$997~~ Only \$497

Limited to 50 Participants • Only Cohort Offered This Year

[\[JOIN NOW\]](#)

Once your enrollment is complete, you'll receive instructions on preparing for Week 1, starting on Oct 12th.

A Note From Rick

"I've spent years on both sides of the federal acquisition process, and one thing I've seen repeatedly is that companies waste an enormous amount of time pursuing the wrong opportunities.

Federal contracting isn't about finding every opportunity you can bid. It's about understanding where you fit, identifying the right customers, getting in front of opportunities early, and knowing where to focus your time.

That's what I want to help you start building over these four weeks.

If you've been interested in the federal market but haven't had a clear path forward, I hope you'll join us."

Rick Howard, Lt. Col. USAF (Ret.)
Founder, GovClose

READY TO BUILD YOUR FEDERAL PATH?

Join Federal FastStart for \$497.

[**ENROLL IN FEDERAL FASTSTART →**](#)