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# Gulf Coast Association of Governmental Purchasing Officers 2nd Reverse Trade Show

## SPRING TRAINING! STEP UP TO THE PLATE!

### Friday, March 09, 2012 Edison State College, Ft. Myers

Join us at our 2<sup>nd</sup> reverse trade show. Step up to the plate and meet with Purchasing Professionals from Southwest Florida. This unique opportunity is brought to you by the Gulf Coast Association of Governmental Purchasing Officers, an area chapter of the National Institute of Governmental Purchasing.

Connect with Government Purchasing Professionals from Southwest Florida including:

- Charlotte County Board of Commissioners
- Charlotte County Public Schools
- City of Ft. Myers
- City of Naples
- City of Punta Gorda
- Collier County Purchasing
- Edison State College
- Florida Gulf Coast University
- Housing Authority of the City of Fort Myers
- Lee County Court Administration
- Lee County Health Department
- Lee County Port Authority
- Lee County Procurement Management
- Lee County Sheriff's Office
- Lee County Tax Collector
- Public Defenders Office
- School District of Lee County Procurement Services
- State Attorney's Office 20th Circuit

Meet face to face with government purchasing professionals - no cold calls, telephone recordings, Internet surfing or separate appointments.

Gather each agency's vendor applications, current contract/bid solicitations and business cards.

Learn each agency's process to register, solicit bids and award contracts.

Network at the Business Luncheon With the Government Agency Representatives and other Vendors

**Act fast!!! The reduced "Early Bird" registration fee is available for a limited time only.**

## Registration Form

Edison State College, Ft. Myers  
Building U (map attached)  
Registration begins at 8:30 a.m.

Friday, March 09, 2012  
9:00 a.m. – 1:30 p.m.

Vendor: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

List additional representatives on a separate sheet of paper and attach

Mailing Address: \_\_\_\_\_

City/State/Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Main Contact Person: \_\_\_\_\_

### Vendors will receive:

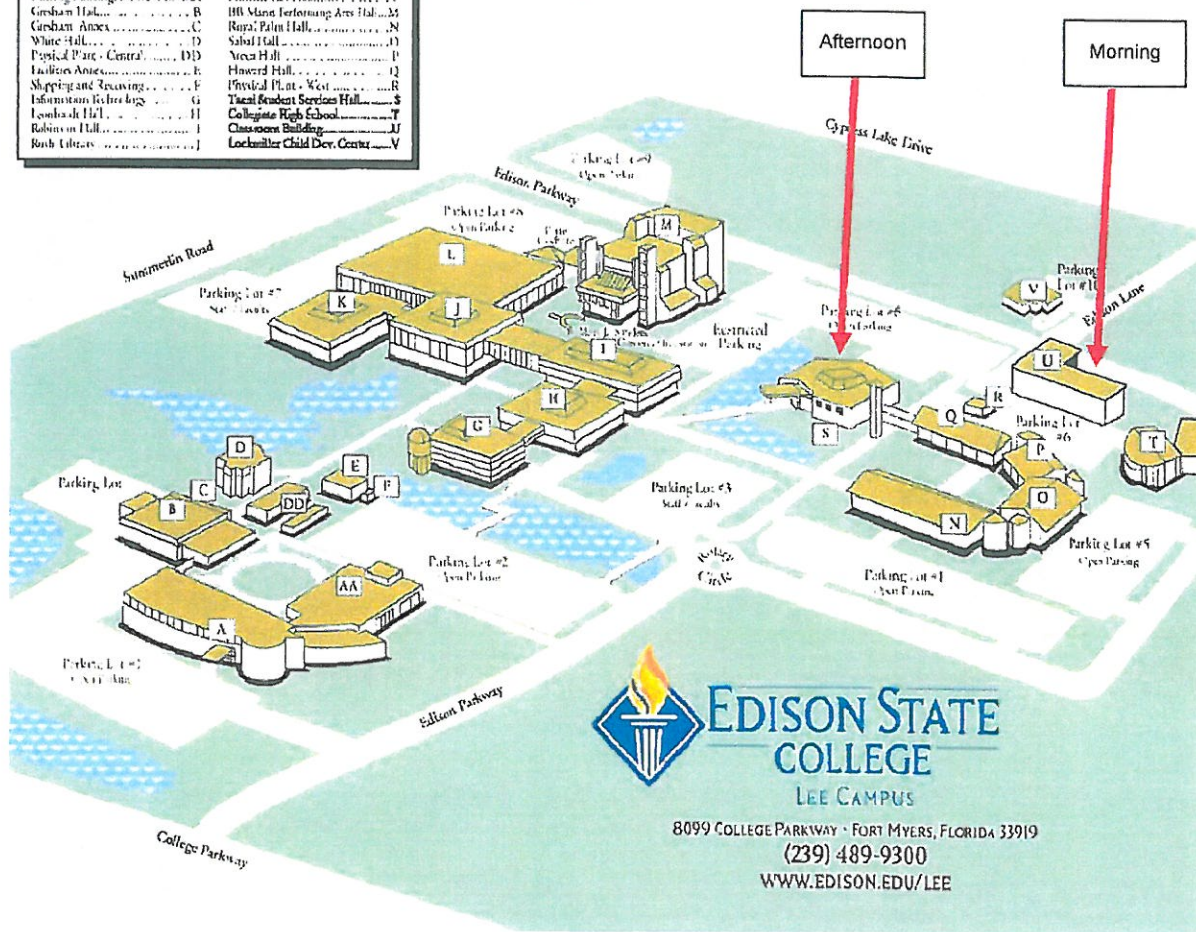
- Multi-government panel discussions ..... 9 a.m. – 11 a.m.
  - How to do business with local governments, 9:00 a.m.
  - Preparing Successful Responses, 9:30 a.m.
  - Improving chances of winning bids and RFPs, non-construction, 10 a.m.
  - HUD Section 3 business opportunities, 10:30 a.m.
- Unlimited access up to 18 government agencies . 10 a.m. – 12:15 p.m.
- Networking lunch/Keynote speaker ..... 12:30 – 1:30 p.m., Building S

Mail check and this Registration Form to: (payable to "GCAGPO")

<u>Received by</u>	Mailing Address
February 1 ..... \$75/person	Lee County Court Administration
February 22 ..... \$85/person	Attn: Joan Smith, Fiscal
After Feb 22 ..... \$90/person	1700 Monroe St.
	Ft. Myers, FL 33919

# Welcome

KEY			
Wake Hall	A	Henry Hall	K
Buning Building	AA	Homonies Hall	L
Casham Hall	B	BB Vision Performance Arts Hall	M
Casham Annex	C	Royal Palm Hall	N
White Hall	D	Sabal Hall	O
Physical Plant - Central	DD	Sova Hall	P
Politics Annex	E	Mineral Hall - West	Q
Shopping and Recreations	F	Physical Plant - East	R
Information Technology	G	Tactical Student Services Hall	S
Lombardi Hall	H	Collegiate High School	T
Robison Hall	I	Classroom Building	U
Bob Roberts	J	Lockmiller Child Dev. Center	V



## Trade Show Schedule

### Morning - Building U

- 8:30 – 9:00 A.M. Sign in - Registration
- YOUR CHOICE OF ANY OR ALL SESSIONS**
- 9:00 – 9:30 A.M. How to do Business with Local Governments
- 9:30 – 10:00 A.M. Preparing Successful Proposals
- 10:00 – 10:30 A.M. Improving Chances of Winning Bids
- 10:30 – 11:00 A.M. HUD Section 3 Business Opportunities
- 10:00A.M. – 12:15PM Unlimited access to all participating Government Agencies,

**NO APPOINTMENT NECESSARY!!!**

### Noon – Building S

- 12:30 P.M. – 1:30 P.M. Networking Lunch
- KEYNOTE SPEAKER:** Lee Knapp,  
Internationally recognized business consultant,  
President and Founder  
Knapp Consultants. ([www.leeknapp.com](http://www.leeknapp.com))
- TOPIC:** Would you buy from you?

Sponsored by Gulf Coast Association of Governmental Purchasing Officers. Contact: [president@gcago.org](mailto:president@gcago.org)

A decorative border of palm trees surrounds the entire page. The palm trees are arranged in a grid-like pattern, with a row of 15 trees at the top, a row of 15 trees at the bottom, and vertical columns of 15 trees on the left and right sides. Each palm tree is green with a brown trunk and a red shadow.

“Would you buy from you?”

*Winning contracts by understanding the importance of selling you, your business, and the value of your services .*

This fun, interactive, thought-provoking presentation will include the following messages:

- What is your goal, your game plan, and your level of commitment?
- Remember, it's all about the customer.
- Practicing the 212 degree concept.
- Selling value versus price.

LEE KNAPP

Author, Motivational Speaker, Business Development Specialist.

Lee has been educating, entertaining, and motivating her audiences for over 23 years with enthusiastic messages that inspire people to live their lives with passion and make everyday the best.

Her years of experience in sales and business development provide a valuable foundation for her personal success . She relates her methods of handling common situations and challenges to specific aspects of every company she works with.

Lee was among the first female executives to benefit two Fortune 500 companies. She was responsible for recruiting over 1,000 sales distributors in Melbourne, Australia, within 18 months.

Lee is known as a highly charged trailblazer who connects with every audience participant. She has a unique ability to make you feel like her message is just for you. Lee radiates enthusiasm, knowledge, confidence, experience and a take-charge attitude that inspires and motivates her audience. Her secret to success is her experience, passion, energy, sense of humor, and warm personal touch that reaches every audience participant.



*Lee Knapp's Wagon Story*

*Have a Goal, Game Plan, & Commitment*

Lee Knapp, Knapp Consultants Inc.  
(239) 481- 8557 [www.leeknapp.com](http://www.leeknapp.com)  
[lee@leeknapp.com](mailto:lee@leeknapp.com)