Government Contractor Business Development Phone Script

Step-by-step phone dialogues for contacting agency buyers and prime contractors

GovPurchase Official Documentation - 8401 Colesville Rd, Silver Spring, MD - 301-686-4131

1. Introduction: Establishing identity, capability, and CAGE code

2. Value Proposition: Articulating past performance and unique differentiators

3. Discovery Questions: Uncovering upcoming requirements and small business goals

4. Overcoming Objections: Addressing incumbent advantage and procurement hurdles

5. Closing: Securing a 15-minute capabilities briefing