

# SESSION SURVEY **Alliance Mid-Atlantic**

1:45 - 3:15 pm

## 6. THE NEXT STEP IN GETTING GOVERNMENT BUSINESS

**Speaker: Beverly Kuykendall**, President, FCCI Federal and Commercial Contracts, Inc./Tremco, National Director of Small Business Strategic Alliance Program, TREMCO/FCCI Federal and Commercial Contracts Inc.

Please circle the appropriate rating below (1 = Poor, 5 = Superior)

Did this session meet your overall expectations? 1 2 3 4 **5**

Why or why not:

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Was the description of the session accurate? 1 2 3 4 **5**

Was the information easy to understand? 1 2 3 4 **5**

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

VERY GOOD SPEAKER  
VERY INTERESTING WOULD LIKE TO ATTEND  
SESSION

**Return your completed survey to the Moderator or mail or fax to**

ShoWorks Inc.  
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Did this session meet your overall expectations? 1 2 3 4 5

Why or why not:

She answered all questions and provided insight for

Was the description of the session accurate? 1 2 3 4 5

Was the information easy to understand? 1 2 3 4 5

Will you apply this information immediately  
\_\_\_ in the future  
\_\_\_ not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

Beverly was very engaging & informative,

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Did this session meet your overall expectations? 1 2 3 4 5

Why or why not:

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Was the description of the session accurate? 1 2 3 4 5

Was the information easy to understand? 1 2 3 4 5

Will you apply this information immediately  
\_\_\_ in the future  
\_\_\_ not at all

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Why or why not:

Informative, dynamic  
\_\_\_\_\_  
\_\_\_\_\_

Was the description of the session accurate? 1 2 3 4 **5**

Was the information easy to understand? 1 2 3 4 **5**

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

Great interaction, collaborative  
Thank you!

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Did this session meet your overall expectations? 1 2 3 4 5

Why or why not:

Yes all topics were covered  
in depth.

Was the description of the session accurate? 1 2 3 4 5

Was the information easy to understand? 1 2 3 4 5

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

I believe she did a great job  
explaining the information, also  
making her be specific available to us

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Did this session meet your overall expectations? 1 2 3 4 **5**

Why or why not:

I am new to the system and at a young age the basics are essential.

Was the description of the session accurate? 1 2 3 **4** 5

Was the information easy to understand? 1 2 3 4 **5**

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

Excellent show and lecture

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Did this session meet your overall expectations? 1 2 3 **4** 5

Why or why not:

Good initial info re: try to get government  
business

Was the description of the session accurate? 1 2 3 **4** 5

Was the information easy to understand? 1 2 3 4 **5**

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

Like to see handouts of presentation slides  
- missed some information

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Did this session meet your overall expectations? 1 2 3 4 **5**

Why or why not:

Beverly delivered an excellent presentation that will open many doors for our business.

Was the description of the session accurate? 1 2 3 4 **5**

Was the information easy to understand? 1 2 3 4 **5**

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

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\_\_\_\_\_

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Please circle the appropriate rating below (1 = Poor, 5 = Superior)

Did this session meet your overall expectations? 1 2 3 4 5

Why or why not:

Beverly was great

Was the description of the session accurate? 1 2 3 4 5

Was the information easy to understand? 1 2 3 4 5

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

great sessi/TS!

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Did this session meet your overall expectations? 1 2 3 4 **5**

Why or why not:

*Very inspiring and  
informative*

Was the description of the session accurate? 1 2 3 4 **5**

Was the information easy to understand? 1 2 3 4 **5**

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

*Fantastic Presenter!*

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Did this session meet your overall expectations? 1 2 3 **(4)** 5

Why or why not:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Was the description of the session accurate? 1 2 3 4 **(5)**

Was the information easy to understand? 1 2 3 4 **(5)**

Will you apply this information  immediately  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

*Some attention could be usefully applied to talking about 2 distinct roles of Small/Large Business alliances (1) Role where small business helps large business meet revenue (via access to set aside) (2) SB help large*

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*business with compliance via subcontract route - Really 2 different strategies!*

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Did this session meet your overall expectations? 1 2 3 4 **(5)**

Why or why not:

So much take home value -  
Gave me lots of things to do!

Was the description of the session accurate? <sup>NO Only Because she is so good</sup> 1 2 **(3)** 4 5 <sup>she needs</sup>

Was the information easy to understand? 1 2 3 4 **(5)** <sup>to really</sup>

Will you apply this information  immediately <sup>BE promoted!!</sup>  
 in the future  
 not at all

**We value your opinion!** Please take a moment to offer any suggestions for improvement or list any other comments below:

Beverly is an inspiration to those  
who are venturing into this world of  
Govt contracting! Thanks so much!

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Did this session meet your overall expectations? 1 2 3 4 **5**

Why or why not:

PROVIDED USEFUL INFORMATION  
AND PRACTICAL ADVICE

Was the description of the session accurate? 1 2 3 4 **5**

Was the information easy to understand? 1 2 3 4 **5**

Will you apply this information immediately  
in the future  
not at all

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\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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Did this session meet your overall expectations? 1 2 3 4 5

Why or why not:

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Was the description of the session accurate? 1 2 3 4 5

Was the information easy to understand? 1 2 3 4 5

Will you apply this information  immediately  
 in the future  
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