

AS FEATURED ON



## Joshua Frank

Managing Partner, RSM Federal and Federal Access Program



### Credentials

Author, trainer, and business coach with 25 years in the federal space, Mr. Frank speaks nationally on small business strategy and business acceleration. He specializes in the development and implementation of techniques and strategies required to differentiate, position for, and win government contracts. His training sessions, highly educational and thought-provoking, are consistently rated as one of the strongest sessions at national conferences and events.

Out of more than 500 sessions, Josh's sessions on Advanced Teaming Strategies and Winning Strategies for Government Prospecting were rated as one of the top five sessions at the National Veterans Conferences in 2014 and 2015. The session on teaming was the highest attended training session at the 2015 SAME Small Business Conference. In 2016, Josh's session on Advanced teaming Strategies was the #1 rated keynote for the National Association of PTACs.

Managing Partner at RSM Federal, Mr. Frank is author of The Government Sales Manual and manages the Federal Access Program. RSM Federal's clients and Federal Access members have won more than \$2 Billion in small business government contracts. Due to this success, Mr. Frank was awarded the 2016 SBA Veteran Business of the Year and the 2017 SAME Industry Small Business Advocate of the Year.

Mr. Frank serves as Chairman of the Board for the St. Louis Veterans Business Resource Center (VBRC) and previously served on the National Small Business Association (NSBA) Leadership Council as a member on the Economic Development Policy Committee. Mr. Frank supports the SBA's Emerging Leaders Program and judges applications for Arch Grants providing startup funding for entrepreneurs.

An avid outdoor enthusiast, Girl Scout and Boy Scout leader, Mr. Frank lives in St. Louis, Missouri with his wife, daughter, and son. He is a former intelligence officer and a graduate of the University of Missouri with an undergraduate degree in English and a graduate of Webster University with a Masters in Management Information Systems (MIS) in addition to a Master's in Business Administration (MBA) from the Webster University Walker School of Business.

To contact Josh: [jfrank@rsmfederal.com](mailto:jfrank@rsmfederal.com) <https://www.linkedin.com/in/joshuapfrank>

## Experience and Background Related to Topic

I've worked diligently not only on content but on presentation skills and audience engagement. These sessions are designed to be *highly educational* and are presented via a professorial approach. Sessions are designed and *specifically tailored* for each conference to help attendees accelerate the maturity of their business by three to five years with a focus on federal acquisition *techniques* and *strategies*.

I've provided support for regional and national conferences and training events for more than 10 years and my sessions are consistently ranked as one of the most educational, comprehensive, fast-paced, high-energy, and thought-provoking sessions at a given conference.

### Rated One of the Most Impactful Speakers at Federal Conferences

- **Selected by Governor of Utah** to Keynote State of Utah's Annual Government Symposium.
- **#1 Rated Session** by Attendees at the 2014 Kansas City SAME Industry Symposium
- **#1 Attended Session** at the 2015 SAME Joint Engineer Training Conference & Expo
- **#1 Attended Training Session** at the 2015 SAME Small Business Conference.
- **#1 Rated Session** at the St. Louis Business Exposition
- **#1 Rated Session for Most Educational and Valuable** by Association of Procurement Technical Assistance Centers (PTAC) at 2016 National Training Conference.
- **Top Rated Training Sessions Five Years In A Row (2013-2017)** for the Annual National Veterans Small Business Engagement (NVSBE).
- **Selected by the State of Illinois** in 2015 to train all Procurement Technical Assistance Center (PTAC) directors and specialists during annual training.
- PTAC, APTAC, & Non-Profit Feedback <http://rsmfederal.com/testimonials/ptac/>
- Attendee Feedback from National Conferences <http://rsmfederal.com/testimonials/conferences/>
- Attendee Feedback from Master Workshops <http://rsmfederal.com/testimonials/workshops/>
- Video Excerpt - Keynote State of Utah Annual Government Symposium <http://bit.ly/Utah-Keynote>

### Session Techniques and Strategies – Foundation For \$2 Billion in Government Contracts

- 2016 Small Business Administration (SBA) Veteran Business of the Year – [Watch Video](#)
- Testimonial #1 <http://bit.ly/TechBlue-Testimonial>
- Testimonial #2 <http://bit.ly/TechAssent-Testimonial>
- Testimonial #3 <http://bit.ly/S2S-Testimonial>
- Testimonial #4 <http://bit.ly/Datrose-Testimonial>
- Guest Speaker for SBA's Emerging Leaders Program (2014, 2015, 2016, 2017, 2018)
- Executive Committee, Board of Directors, St. Louis Veterans Business Resource Center (non-profit)

**THE TECHNIQUES  
AND STRATEGIES  
IMPARTED  
IN ONE SESSION  
ARE SPECTACULAR**

Jeff Stringer  
President  
TriTek Solutions

**JOSHUA FRANK  
IS THE  
FEDERAL MARKET'S  
TONY  
ROBBINS**

Tim Ogden  
Chief Operating Officer  
Vahna

**A TRUE VISIONARY  
IN SMALL BUSINESS  
GOVERNMENT ACQUISITION  
WITH RADICAL CONCEPTS  
SIMPLY BRILLIANT**

James Fackler  
President  
Oriskany Commercial Furniture

## The Most Valuable Training We've Ever Received For Government Sales

We Learned More in TWO Days with Joshua Frank  
than years with other well-respected and well-known experts

"We are a multi-million dollar business that wants to continue to grow in government sales and private sector sales. Originally, we reached out to RSM Federal without a complete understanding of their total solution. WOW – we should have done this . . . ten years ago! RSM Federal provided foundational information, subject matter expertise, candid discussion and feedback, strategies, templates and actionable work to move our company to the next level. If you've not reached out to RSM Federal, do it now! RSM's expertise includes a fundamental program all businesses desiring to do business with the government (and the private sector) should take their leadership team through *at least once a year*.

A better term would be "Total Solution!" RSM Federal's Total Solution included a two-day strategic session for my leadership team and access to the Federal Access (FA) program. There are so many workshops given by many of the industry's top experts to assist business owners in taking their business to the next level and I've attended many over the years. And in all cases found a couple of actionable items which could help the business grow. And over the years, like many other companies, I've also had several business development consulting firms working with us to assist in taking our business to the next level. What I've discovered is that an investment with RSM Federal is: 1/3rd the cost and the ROI .... "∞ and beyond!"

Whoa! After the 1st day, we immediately began to make adjustments to the way we conduct business. The actionable steps we could take ... immediately ... is what most impressed me as a leader of a growing company and why I'm suggesting you not wait to go through this program. The immediate value we received, specifically tailored for our company, was actionable, jaw dropping and inspiring!

No, not all consultants, advisors or business coaches are the same! We learned more in two days with RSM Federal than years with other well-respected and well-known experts. RSM Federal's approach and strategies are a true paradigm-shift. They are not like the other consulting firms which most business owners engage. Not only did we receive the most valuable training we've ever received for government sales (in two days!), but we were also given access to hundreds of business templates and resources (via the FA Program) which will allow us to successfully execute what we learned. Joshua and his team at RSM Federal are the real deal. If you want to win more government contracts, RSM Federal is the best I've ever seen."

**Stephanie A. Parson, Ph.D.**  
**President**  
**Crowned Grace International**