

ST. LOUIS SBM

Small Business Monthly

The Source for Business Owners APRIL 2014

Building Your Sales Playbook

Best Companies For Reliability

St. Louis Business Expo



Meet Jonathan Goldford,
Wired Impact, and the
Other 99 Influencers

100
St. Louisans
You Should Know
To Succeed In Business



SPECIAL ADVERTISING SECTION

ST. LOUIS COMPANIES YOU SHOULD KNOW

*Some of the area's leading businesses share their
accomplishments and how they help to
make St. Louis a better place to
live and do business.*

Pages 44-48

ST. LOUIS COMPANIES YOU SHOULD KNOW

RSM Federal

When your objective is to win government contracts.
Educate. Accelerate. Maximize Revenue.

An author and leading authority on small business government sales, Joshua Frank recognized that small and mid-tiered companies could not easily locate trusted, ethical, and experienced experts that were cost effective with a proven and verifiable track record. In 2008, he solved this issue and RSM Federal was born. For the past five years, RSM Federal's mission has been to provide federal consulting and business acceleration strategies to small and mid-tiered companies - with outstanding results. Headquartered in St. Louis, the experts at RSM Federal provide advisory services at costs small and mid-tiered companies can afford.

"Our clients win contracts. They rely on us to understand the government market and increase their revenue. For our clients, we are not just an advisor, but a trusted partner; something we achieve with highly tailored services, integrity, and proven results," says Frank.

Unlike most firms that specialize in business acceleration strategies, RSM Federal is not only an advisory firm, but also a government contractor. "We don't just help our clients succeed - we also win our own contracts," says Frank. "Not surprisingly, this is a key reason why our clients trust and select us."

"Our clients win contracts. They rely on us to understand the government market and increase their revenue. For our clients, we are not just an advisor, but a trusted partner; something we achieve with highly tailored services, integrity, and proven results."

Specifically, RSM Federal facilitates an aggregated education, business, sales, marketing, and teaming strategy to deliver high-value results at prices small and mid-tiered companies can afford. "We support clients in St. Louis and throughout the nation with comprehensive and professional services to better understand and exploit government opportunities," says Frank.

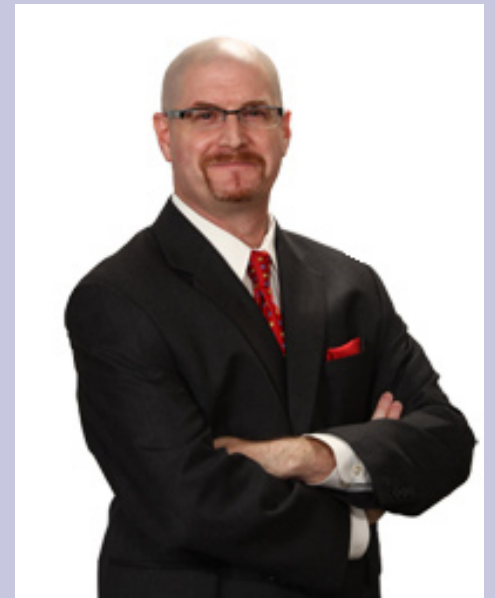
RSM Federal's results prove its value to clients. "While the average company takes three to five years to successfully learn to navigate the federal space, our clients do it in six to twelve months," says Frank.

Morgan Clayton, president of Tel-Tec Security Systems in California, believes RSM Federal's techniques and strategies have been the difference in his business acceleration. "We already have more than a dozen government contracts, doubling the annual quota we set in the first year," says Clayton. "Working with RSM Federal has made the difference between succeeding and failing in the government market."

Whether you currently target or plan to target the federal government, standing out from your competition with the right techniques and strategies is a process more critical than the products and services you provide. RSM Federal's mission is to educate you on the market, improve your

processes, help you take advantage of qualified opportunities and win government contracts.

For more information on how RSM Federal can help build or increase your company's federal revenue stream, visit www.rsmfederal.com and call 703-677-1700.



Joshua P. Frank, principal and founder of RSM Federal, is author of *The Government Sales Manual*, one of the most comprehensive and educational resources on the market for government sales.

With more than 20 years in the federal space, Frank is a leading authority on government sales and speaks nationally on small business acceleration. His seminars are consistently rated as being real-world, highly educational, thought provoking, and relevant.

Frank also serves on the Board of Directors for the St. Louis Veterans Business Resource Center (VBRC). In this role, he supports the center with oversight, operational strategy, and the coaching and mentorship of our military veterans.



Learn more today
www.rsmfederal.com
(703) 677-1700