



## Counselor Specialties Sheet

University Drive, Fairfax, VA 22030 | [www.masonsbdc.org](http://www.masonsbdc.org) Phone: 703-277-7747

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### **Timm Johnson**



- Accounting
- Business Plan
- Business Strategy
- Buy/Sell a Business
- Closing a Business
- Contracting Potential
- Financing
- Human Resources
- Marketing
- Sales
- Start a Business

### **Mark Julian**



- Business Plan
- Business Re-Tooling/Makeovers
- Business Strategy
- Buy/Sell a Business
- Contracting Potential
- Financing
- Human Resources
- Marketing
- Sales
- Start a Business



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### Bernard Ferret



- Marketing
- Business Model
- Customer Discovery
- Accounting
- Business Plan
- Business Strategy
- Buy/Sell a Business
- Financing
- Human Resources
- Sales
- Start a Business
- Non-Profit
- Legal and Administrative Steps

### George Siragusa



- Leadership
- Marketing Segmentation
- Situational Market Dynamics
- Pricing
- Growth Projections
- Opportunity Development
- Brand Acquisition
- Staffing/Hiring
- Business Plan
- Business Strategy
- Marketing
- Sales
- Start a Business
- Sales
- Marketing
- Execution Guidance
- Customer Discovery



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### Tiffany Hosey



- Business Plan
- Business Strategy
- Contracting Potential
- Financing
- Start a Business
- Non-Profit
- Legal
- Writing Pitch-Decks
- Business Development

### TJ Master



- GovCon
- Business Plan
- Business Strategy
- Buy/Sell a Business
- Marketing
- Sales
- Start a Business
- International Trade



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### Gary Alfano



- Government Contracting Potential
- Differentiators
- CMMC Pre Prep (Cybersecurity Maturity Model)
- Capabilities Sheet
- Past Performance
- RFP Review
- NIH Contracts
- GSA Schedule Basic Pre
- IT-70
- Advising businesses on what to include for their government contracting page on their website

### Hussain Shah



- Competitive Intelligence
- Brand Strategy
- Social Selling
- Content Marketing
- Research and Analysis
- Digital Marketing
- Business Strategy
- Marketing
- Startups
- Publicly Traded Companies
- B2B and B2G Markets



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### Namrata Maguire



- Financing
- Cash Flow Management
- Business Plan
- Business Strategy
- Buy/Sell a Business
- Contracting Potential
- Start a Business
- Non-Profit
- Accounting
- Business Strategy
- Cash Flow Management

### Subodh Nayar



- Business Plan
- Business Strategy
- Buy/Sell a Business
- Financing
- Cloud Computing
- Retail
- Start Up
- Marketing
- Sales
- Start a Business