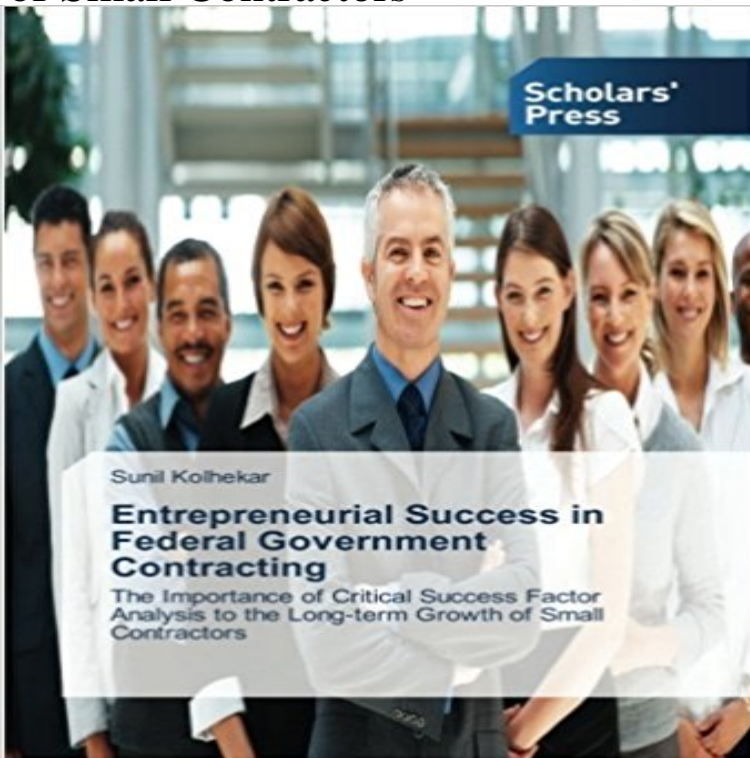


# Entrepreneurial Success in Federal Government Contracting: The Importance of Critical Success Factor Analysis to the Long-term Growth of Small Contractors



U.S. Small Business Administration (SBA) Section 8(a) program has historically promised more in terms of a unique opportunity for entrepreneurs to grow their business than it has delivered. Sunil Kolhekar explains why a few 8(a) firms have remained economically viable well beyond the end of the program while others have not; and how the operating principles these companies share mirror the structured approach known as Critical Success Factor (CSF) analysis, an approach that any individual small business entrepreneur can use to develop a strong federally-focused company. Kolhekar combines an analysis of secondary data sources with survey-based and face-to-face interviews with entrepreneurs to illuminate the common barriers-to-entry and struggles to survive that all entrepreneurs face at various stages of the small business program. He then aptly validates his work that the activities of any 8(a)-certified entrepreneur when built on the CSF framework are likely to be more focused, develop better relationships, and lead to better outcomes. Another positive finding of his study is the advantage a company realizes from fully engaging in the SBA's mentor-protégé program.

Home Home Search Mortgage Information Buyer Information Sellers information Contact Me Green Blog Events Calendar Use our Mapping Search to find listings in a certain area. Then get step by step directions. We want the buying process to be stress free and simple. Try our easy to use Search! Use our My Home Hunter feature to be notified when your dream home hits the market. **Barrie's Green Realtor Karen Fox** has been selling real estate for over 23 years in the Barrie area. She has an interest in the environment and is passionate about the community and how we are living on this planet. Sitting on the board of "Living Green" and the steering committee of "Transition Barrie," she is well advised about the concerns and problems facing residents. "I believe that I can bring a lot to the table in terms of our experience in the Barrie and surrounding area Real Estate market, our knowledge of the Community and our study of the Environment." An award winning Realtor and "Hall of Fame" award of excellence. "I will only take on the new business that I can handle." "I am not interested in stock piling listings with the hopes that, by the law of averages, some will sell." Karen is hard working, dedicated and determined to provide the best possible service to her clients and customers. **Why use a "Green Realtor"?** There are already signs that in the near future energy costs will continue to rise. When shopping for a new home, it is imperative that buyers compare homes based on the normal criteria of location, size and functionality along with the home's potential for energy efficiency by concentrating on insulation, type of windows, furnace, roof, age of the structure, type of wiring, type of plumbing, lot grading and the potential to grow your own food should you desire. We can make this process easier for you with our knowledge of the

area builders over a long period of time and our training on efficiency and energy efficient products. We can point out periods of rapid growth when homes in our city were not well constructed and were rendered very poor on the scale of energy efficiency. We can point out builders that meet LEED standards or Green standards and have built to the highest levels of efficiency. Quick Search Search Featured Property RE/MAX Chay Realty Inc. Brokerage RESIDENTIAL\$399,000 RE/MAX Chay Realty Inc. Brokerage COMMERCIAL\$3,700,000 Trademarks owned or controlled by The Canadian Real Estate Association. Used under license. Trademarks owned or controlled by The Canadian Real Estate Association. Used under license. The information provided herein must only be used by consumers that have a bona fide interest in the purchase, sale or lease of real estate and may not be used for any commercial purpose or any other purpose. Information is deemed reliable but is not guaranteed accurate by TREB. Information Deemed Reliable But Not Guaranteed. Barrie and District Assoc. of REALTORS® Last Updated: 10/18/2016 1:11:30 AM Canadian Real Estate Association Last Updated: 10/17/2016 7:37:09 AM Toronto Real Estate Board Last Updated: 10/17/2016 4:54:16 PM Toronto Real Estate Board - IDX Last Updated: 10/17/2016 11:46:40 PM Each office Independently owned and operated RE/MAX Chay Realty Inc., Brokerage, Independently Owned and Operated 152 Bayfield St. Barrie ON L4M-3B5 (705) 722-7100 Additional Disclaimer Information.. Agents Login Here v2016.0.1. 10

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