

FREE PREVIEW

First 4 Chapters Inside

Full Guide: \$19.99

Digital Download

GOVERNMENT CONTRACTING MADE SIMPLE

*A Real-World Guide to Getting Started
Without Wasting Time*

By Tara Slaughter

8(a) · WOSB · EDWOSB · MBE · WBE · SBE

WHAT'S IN THIS FREE PREVIEW:

- ✓ My personal story & why I wrote this guide
- ✓ \$1,098,509 in verified State of California contracts
- ✓ Is government contracting right for you?
- ✓ Full table of contents — see everything in the complete guide



"Real experience. Real contracts. Real guidance."

Introduction

Why I Wrote This Guide

My name is Tara Slaughter, and I created this guide based on real experience — not theory.

When I first started in government contracting, I spent countless hours trying to figure out where to begin, what actually mattered, and what mistakes to avoid. It was confusing, overwhelming, and at times frustrating.

This guide is designed to help you get started faster by sharing what I've learned along the way — so you don't have to spend as much time trying to piece everything together.

A Note Before You Begin

This is not a guarantee of success, and it is not a "get rich quick" strategy. Government contracting takes time, patience, and consistency. However, for those willing to learn and stay committed, it can be a real opportunity.

This guide is especially helpful for individuals who may be exploring ways to create income from home, including caregivers who are balancing responsibilities while looking for flexible options. You don't have to have a big team or a big budget. You just need the right information and the willingness to take consistent small steps.

Who this guide is for: Small business owners, aspiring entrepreneurs, caregivers looking for flexible income, and anyone who wants to understand government contracting without wading through hundreds of confusing websites.

★ Proof This Works: Contracts Won

Before we get into the how, I want to show you the what — because everything in this guide is based on real experience, and real results.

The contracts below are actual State of California purchase orders awarded to CFS Medical Supplies & Equipment — won through the exact steps, certifications, and strategies described in the full guide.

Agency	Product	Date	Amount
Dept of Corrections & Rehab	Hondo Nuevo Armless Chairs	04/07/2025	\$21,961.76
Dept of Corrections & Rehab	Medical Adhesive Spray	12/03/2024	\$431.00
Dept of Corrections & Rehab	CPAP Auto Heated Humidifier (iBreeze)	10/08/2024	\$15,098.74
Dept of Corrections & Rehab	CPAP Auto Heated Humidifier (McKesson)	10/08/2024	\$11,374.09
Dept of Corrections & Rehab	Portable Oxygen Concentrator	08/27/2024	\$14,206.84
Dept of Corrections & Rehab	ADA Wheelchair Lift Van Conversion (CCI)	06/28/2024	\$933,242.00
Dept of Corrections & Rehab	ADA Wheelchair Lift Van Conversion (SVSP)	06/24/2024	\$23,929.00
Dept of State Hospitals	Grapefruit Essential Oil	05/15/2024	\$6,044.98
Dept of Corrections & Rehab	Digital Temperature Data Logger	05/02/2024	\$50.88
Dept of State Hospitals	Hemi Wheelchair w/ Mag Wheels	04/16/2024	\$8,540.71
Dept of State Hospitals	Everest & Jennings Seat Upholstery	10/26/2023	\$7,362.48
Dept of Veterans Affairs	Harloff Medical Storage Cabinet	10/03/2023	\$13,320.13
Dept of State Hospitals	Broda Midline Positioning Wheelchair	06/02/2023	\$20,307.58
Dept of State Hospitals	Smart Caregiver Nurse Call Button	03/22/2023	\$84.94
Dept of State Hospitals	KZ-710 Blanket Warming Cabinet	03/09/2023	\$22,554.25
TOTAL	15 Purchase Orders — State of California		\$1,098,509.38

Total Verified State Contract Value: \$1,098,509.38 — Awarded across the California Dept of Corrections & Rehabilitation, Dept of State Hospitals, and Dept of Veterans Affairs. All won as a certified Small Business (SB) and Micro Business (MB).

Chapter 1

Is This Right for You?

Before getting started, it's important to understand that government contracting is not easy. It requires organization, patience, and the ability to learn new systems. The first and most honest question you need to answer is: is this the right time for you?

If you are currently caring for a loved one, your time is already limited. This means you have to be realistic about what you can handle. The goal is not to overwhelm yourself — but to take small, consistent steps.

This May Be a Good Fit If You...

- ✓ Are willing to learn and research
- ✓ Can dedicate a few hours per week
- ✓ Are patient and understand results take time
- ✓ Want flexible income you can build from home
- ✓ Are looking for long-term opportunity, not quick cash

■ TIP

There is nothing wrong with deciding this is not the right time. The goal is to make an informed decision. Coming back when you are ready is far better than starting before you are.

In the full guide, Chapter 1 continues with: A complete 'This May NOT Be Right If You...' checklist, a realistic time commitment breakdown, and Tara's personal advice for caregivers on how to decide if now is the right moment to start.

You've read the introduction, seen the proof, and started Chapter 1.

Here's everything waiting for you in the complete guide:

Introduction

★ Track Record

Chapter 1

Chapter 2 ■ Business Setup Basics

Chapter 3 ■ Understanding Government Contracting

Chapter 4 ■ Certifications — Real Talk (Many Are FREE)

Chapter 5 ■ Getting Registered on SAM.gov

Chapter 6 ■ Finding Opportunities

Chapter 7 ■ What Most People Don't Tell You

Chapter 8 ■ Funding & Cash Flow

Chapter 9 ■ Starting Small: The Caregiver Edition

Chapter 10 ■ What I Would Do Differently

Final Chapter ■ Your Next Steps

Resource Directory ■ Tools, Links & References

Get the Complete Guide for \$19.99

Instant digital download · All 10 chapters + Resource Directory Real strategies from someone who has actually done this

OR — Subscribe for \$24.99/month and get the full guide FREE plus monthly updates + weekly live Q&A; webinars with Tara

Tara Slaughter · CFS Solutions DBS 8(a) · WOSB · EDWOSB · MBE · WBE · SBE