President and CEO, Laurie Sayles
SBA 8(a) | WOSB | EDWOSB | VA verified SDVOSB
My Story ... Who Am I

• Always an entrepreneur, established Civility Management Solutions in 2012
• Served 10 years in the United States Marine Corps (USMC) in Maintenance Management / Logistics
• Over 27 years’ experience within corporate, non-profit, and public service (as a contractor) managing and overseeing business operations and programs
• Managed upwards of 120 staff nationally, and oversaw 10 Federal Government contracts amounting up to $11.5 million
• Last contract – NASA Headquarters, Managed the Mentor Protégé Program
• WOSB Certification (not eligible) – began working CivilityMS at kitchen table
• Women Impacting Public Policy (WIPP) Member
• Officer on VET-Force Committee, which advocates for Veterans Owned Small Business working in Federal Government
Why NASA and How

• The NASA agency is Contractor Friendly
• Office of Small Business Programs is looking for Small Business
• Establish relationships
• Maintain relationships
• Nurture the relationships ... forever
• Willing to start small
Current Work

Civility Management Solutions (CivilityMS) provides subject matter experts in the areas of Program, Project, Grants, and Financial Management, Administrative, Human Capital and Conference/Logistics. CivilityMS is an SBA certified 8(a), Woman Owned, Economically Disadvantaged Woman Owned Small Business, VA verified Service Disabled Veteran Owned Small and certified with Maryland MDOT.

We have three verticals: Civilian, DoD, and Simplified Acquisitions

CivilityMS’s primary objective is to create and enhance the quality and productivity for our Clients and Staff!!
## NAICS Codes

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<td>Professional and Management Development Training</td>
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Past Performance

- Program Management
- Leadership Training
- Internal Auditing
- Accounting
- Grants Management
- Human Capital Training
- Investigations-Sexual Misconduct
- Preliminary Investigations
- Acquisitions Support
- Trade Show Exhibit Management
- Lodging
- Executive Coaching
- Program Management
- Executive Administrative Support
- Support
- Program Management
- Finance Reconciliation

Civility Management Solutions
Success Attributes

• Obtained SBA Service Corps Of Retired Executives (SCORE) Mentor
• Attend Procurement Technical Assistance Center (PTAC) Trainings
• Networking, Networking and more Networking
• Don’t rush into SBA 8(a) Business Development program
• Obtain Business Mentors
Lessons Learned

• Attending events and trainings are NOT a waste of time ... you are getting noticed
• Start **small** and respond to Simplified Acquisition Procedures
• It paid off to **WAIT** SBA 8(a) Business Development program
• Having **mentors** is extremely beneficial, to include personally
• Increase your **FAITH**
Questions

Discussions