GOVKIDMETHOD

LAST COHORT OF 2026 · NOVEMBER COHORT

Starts November 11, 2026 · 20 seats per Cohort

PROGRAM OVERVIEW

The 90-Day Bid Challenge

Have Derek James as your personal GovCon coach for 90 days.

Everything you need to review before you apply: the coaching, the schedule, student results, tuition, who it is for, and the full 90-day curriculum.



Apply at govkidmethod.com/apply

Applications reviewed personally within 48 hours

THE 90-DAY BID CHALLENGE

Have Derek as your personal GovCon coach.

The 90-Day Bid Challenge gives you the highest level of access to Derek you will find on the market. Text Derek directly, get live proposal reviews, and gain the speed and structure you cannot get on your own.

How much more progress could you make and speed could you gain in your business if you could have Derek as your personal GovCon coach?

Imagine being able to text Derek when you need help. Getting on scheduled 1-on-1 Zoom calls or weekly check-ins. Having Derek review your proposals before you send them to a contracting officer.

Imagine Derek is the same coach who has helped hundreds of other new contractors bid and win their first or next contracts. From winning 32 federal contracts worth over $15M since 2013, to helping students win more than $100M since 2019, Derek is well versed to meet you where you are at.

32 · $15M+ Federal contracts won by Derek for a small business since 2013.	**$100M+** Won by students since 2019.	**21%** Of students actively bidding win within the 90-day window.

WHO IT'S FOR

We meet you where you're at.

Most people who join are at one of these three points. Wherever you are, the work gets shaped around your company.

You just got your CAGE code

You're registered and ready, but you don't know which bids to chase or where to start. We set the foundation the right way so your first bids count.

You're bidding but not winning

You're putting in the hours and submitting proposals, but the awards aren't coming. We find what's holding you back in your pricing, compliance, and bid decisions.

You won, but you're not sure how

You landed a contract or two, but the next one still feels like a guess. We turn what worked into a process you can repeat on purpose.

CONTRACTOR FIT PROFILES

Built for real people building real businesses.

The Challenge is not about get rich quick or overnight success. It is for contractors doing the disciplined work and bidding consistently. Here is who typically joins.

Where you are now

Existing small business, 9 to 5 worker, recently retired, active duty, veteran, college student

GovCon experience

New bidder, actively bidding, won small awards, multiple awards, ready for the next level

What you pursue

Services, products and procurement, projects

How you perform

Self performance, teaming partners, subcontractors

Industries students bid in

Professional Services, Facilities, Construction and Trades, IT, Staffing, Transportation and Logistics, Security, Marketing, Training, Environmental, Healthcare Support, Food Services, Operational Supplies, Technology, Industrial Products, Equipment, Product Resellers

THE CORE OF THE CHALLENGE

Compare 1 year on your own vs. 3 focused months with Derek.

THE WORK	1 YEAR ON YOUR OWN	3 MONTHS WITH DEREK
Getting answers	Spend days digging through forums, YouTube, and regulations, second guessing whether the advice fits your business.	**Text Derek directly and get clear answers fast so your momentum never stalls.**
Making decisions	Waste weeks hesitating over whether to bid, who to team with, or how to price, letting opportunities slip by.	**Walk through your live opportunities with Derek and make confident bid decisions fast.**
Avoiding tough lessons	Learn the hard way through costly compliance rejections, bad pricing, and months of lost bids.	**Derek reviews your proposals and numbers before you submit, so you skip years of expensive trial and error.**
Positioning from the start	Look like an unproven rookie to contracting officers while you try to figure out what they want to see.	**Position your business the right way on day one so agency buyers and prime contractors take you seriously.**
Proper growth strategies	Chase random solicitations with no repeatable system for growing revenue.	**Mirror the growth structure Derek used to win 32 federal contracts and help students win over $100M.**

YOUR ACCESS TO DEREK

Everything included.

Every piece of the Challenge is about direct access to Derek and his experience, so you move faster than you could on your own.

Weekly check-ins with Derek

Live weekly check-ins every Thursday at 6 PM ET to review your live bids, answer questions, and keep your progress on track.

Scheduled 1-on-1 Zoom calls

Book private 1-on-1 time directly with Derek at the end of each month so you can dive deep into your specific strategy and opportunities.

Direct text access to Derek

Text Derek directly when you get stuck or need quick advice on a live deal.

Derek's live proposal reviews

Derek reviews your real proposals before you submit them to a contracting officer so you never bid blind.

Growth structure from Derek's top students

Derek has seen what works and what fails. You mirror the training structure used by his most successful students.

Teaming and industry guidance

Whether you are entering a new industry or want to learn how to team, Derek draws on 32 federal wins to guide your approach.

Contracting officer communication

Get Derek's direct guidance on what to say when reaching out to agency buyers and small business specialists.

Derek's 90-day bid curriculum

A structured, week by week curriculum built from 13+ years in federal contracting so you always know what to do next. Included at the back of this document.

DEREK'S STORY

In federal contracting since 2013.

By my 30th birthday, I had won 32 contracts worth over $15M for a small business across a range of federal agencies. Nobody handed me a playbook. I learned it by bidding, losing, fixing, and bidding again.

I don't bid anymore because I don't compete with my students. I help them find good fit bids, build relationships, and write stronger proposals.

> **“I'll get in the trenches with you. But you have to do the work.”**

STUDENT RESULTS

Real people. Real businesses. Real wins.

No shortcuts, no get rich quick promises, and no overnight success. Just real contractors putting in the work. Researching agencies, pricing jobs right, submitting compliant proposals, and building companies that last.

21%

of students actively bidding in the program win within the 90-day window.

A win can happen. It is not promised.

The goal is a bid process you can keep using. Awards depend on the agency, the bid, the price, and the competition. No award is guaranteed.

Martha

BEFORE

New to government contracting and looking for a reliable way to write proposals correctly.

AFTER

Won her first contract, moved close to a second, and gained experienced review before submitting proposals.

Alieu

BEFORE

Felt like an imposter when talking with teaming partners and was unsure of his own decisions.

AFTER

Has won 15 contracts to date, makes decisions without fear, and has a record of winning deals and performing on them.

Jason D.

BEFORE

Could not find a clear proposal example online and was unsure what to submit or how to move forward.

AFTER

Left equipped to submit proposals, won early contracts, and grew to roughly $8 million in contract value through consistent action.

Wilziane

BEFORE

Wanted a fact based way to understand federal contracting instead of relying on other people's opinions.

AFTER

Learned to research the FAR, understand the reason behind decisions, and earned her company's first Air Force contract.

Brian

BEFORE

Had researched on his own but felt stuck, lacked answers to specific questions, and was nervous about bidding.

AFTER

Began bidding regularly with confidence and won two contracts while working with Derek.

Jason

BEFORE

Was watching videos and responding to solicitations without knowing whether he was doing it correctly.

AFTER

Learned how to read solicitations and assemble proposals, then began performing on multiple contracts.

Waleska

BEFORE

Found plenty of information but lacked a clear first, second, and third step.

AFTER

Followed a clear sequence and submitted two proposals faster than she believes she would have on her own.

Nati

BEFORE

Saw federal contracting as complex, daunting, and difficult to understand.

AFTER

Finished 90 days understanding the federal contractor role and how to break down contracts and the bidding process.

Jeremiah

BEFORE

Felt like a beginner and an imposter, intimidated by bidding and talking with contracting officers.

AFTER

Submitted bids on real opportunities and became confident speaking with contracting officers.

NOVEMBER COHORT

Schedule and key dates.

No giant calendar to decode. Here is how a normal week and month run inside the Challenge. All dates are subject to change.

Orientation

Wednesday, November 11 at 6 PM ET. Applications close Tuesday, November 10 at 11:59 PM ET.

Weekly check-in with Derek

Every Thursday at 6 PM ET. Bring live bids and questions. Every call is recorded.

Member-led call

Every Tuesday at 6 PM ET. Share live bid work with the Cohort.

Private 1-on-1 with Derek

Booked during the last full Monday to Friday week of each month.

Student portal

Ongoing lessons all week so your bids keep moving between calls.

Thanksgiving pause

Derek's check-in moves to Tuesday, November 24. The program pauses Thursday, November 26 and picks back up Monday, January 4.

Day 90

15 days before the pause plus 75 days after it. The Cohort finishes Friday, March 19, 2027.

Time commitment

Plan on 10 to 15 hours each week for research, outreach, pricing, and writing.

CLASS TUITION

$3,000 for 3 focused months.

You're paying for direct access to me, live feedback on real bids, and a process you keep long after the 90 days end. No award is promised.

Credit card payments include a $150 processing fee. Payment plans are available and discussed on your enrollment call.

ONLY 20 SEATS

Capped at 20 per Cohort

I cap every Cohort at 20 so I can actually review your work and answer your texts. More seats would mean less of me for you.

BE HONEST WITH YOURSELF

Who this is not for.

Every seat matters. If any of these describe you, this isn't the right time to apply.

You want passive income

If you win as the prime, you must stay involved in and in control of the key work. This is not a hands-off industry.

You cannot commit the hours

Plan on 10 to 15 hours each week for research, outreach, pricing, and writing. Less than that and the 90 days will pass without results.

You want a guaranteed award

No award is promised. What you build is a bid process you can keep using long after the 90 days end.

You want someone to bid for you

Derek reviews, guides, and gets in the trenches with you. He does not write or submit your proposals for you.

You are looking for free help

Class tuition is $3,000. If you are not ready to invest in yourself yet, the free YouTube channel (youtube.com/@govkidmethod) and the free GovCon Operating System training are the place to start.

You are looking for a shortcut

The Challenge compresses the learning curve. It does not skip the work, the compliance, or the relationships.

If none of those describe you and you're ready to bid consistently for 90 days, this was built for you.

PROGRAM LOGISTICS

Common questions.

What happens if I miss a live weekly call?
Every call is recorded and posted in the portal along with the resources from that session, so you can catch up on your own schedule and still bring questions to the next one.

How much time do I need each week?
Plan on 10 to 15 hours: finding the right opportunities, reaching out, building relationships, pricing, and drafting. Students who protect that time get the most out of the 90 days.

Does Derek personally review my proposals?
Yes. You get direct feedback on your live proposals, pricing, and bid decisions during the program. Not generic templates.

What if I do not have past performance yet?
That is common. The Challenge covers teaming and subcontracting so you can build a record through partners while you pursue work you can prime yourself.

What if I do not have an active SAM.gov registration?
Bring it up on your enrollment call. You will need an active registration to submit bids, and Derek will tell you honestly whether to sort that out first or join now.

What are the payment options?
Class tuition is $3,000. Credit card payments include a $150 processing fee, and payment plans are discussed on your 1-on-1 enrollment call.

What happens after the 90 days end?
You keep the systems, templates, and process you built. The goal is that your next bid does not depend on Derek being on the call.

HOW TO GET STARTED

Four steps.

1. Apply	2. Review	3. Schedule a call	4. Enroll
Share your federal contracting work at govkidmethod.com/apply.	Get a reply within 48 hours.	If it may fit, choose a call time.	If both sides agree, enroll on the call.

Apply at govkidmethod.com/apply. Applications close Tuesday, November 10, 2026 at 11:59 PM ET.

DISCLAIMER

Derek's primary product is proposal writing and proposal reviews, offered through his courses and coaching services. Derek is not a lawyer and does not have a professional designation to interpret the law or federal regulations. He shares his experience working in the industry, and you operate at your own risk. If you win a contract as the prime, you must remain involved in and in control of its key and vital tasks. This is not a hands-off or passive industry. It requires substantial work and can also be rewarding.

INCLUDED

Derek's 90-day bid curriculum.

The following pages lay out every week, call, and milestone from orientation to Day 90.

GOVKIDMETHOD 90-DAY BID CHALLENGE

Curriculum & recurring schedule

November 11, 2026 through March 19, 2027 · Thanksgiving-to-New-Year program pause

Orientation: Wednesday, November 11, 2026 at 6 PM ET.
Applications close: Tuesday, November 10, 2026 at 11:59 PM ET (last day to join).

90 active days: 15 days before the pause (November 11–25) + 75 days after it (January 4–March 19) = 90 days.

DATES ARE SUBJECT TO CHANGE. Call dates, one-on-one weeks, and program milestones may shift. Members will receive notice of schedule updates.

The operating rhythm

TUESDAYS – 6 PM ET Member-led call
THURSDAYS – 6 PM ET Weekly check-in with Derek
MONTH END One-on-one week with Derek

The GovCon Operating System: install it, then operate it

This isn't a course you watch on your own. You do the real work. Derek invests his personal time reviewing it, giving you direct feedback, and providing the strategy to dial it in for your business. Week numbers count active weeks; the Thanksgiving-to-New-Year pause is not counted.

1 Install the 6 assets PHASE 1 · INSTALL · WEEKS 1–2

You build each asset into your business. Derek reviews your work and gives feedback and strategy to dial it in.

01 **Search** — *Finding real agency demand.* You research your codes and pull opportunities. Derek reviews your search setup and gives you the strategy to target agencies actively buying what you deliver.

02 **Select** — *Your go / no-go decision filter.* You evaluate solicitations against your company's capacity. Derek reviews your selections and gives feedback so you stop spending effort on bids you can't win.

03 **Contact** — *Teaming and vendor outreach.* You identify prospective partners and draft your outreach. Derek reviews your approach and suggests adjustments so established companies take your small business seriously.

04 **Quote** — *Gathering costs and pricing.* You collect partner costs and build your numbers. Derek reviews your pricing strategy and gives feedback on protecting your margin before you set your bid price.

05 **Proposal** — *A compliant proposal packet.* You write the narrative and assemble the required forms. Derek reviews your work and gives direct feedback to close gaps and stay compliant.

06 **Pre-Award** — *Award readiness and next steps.* You prepare for post-submission requirements and debriefs. Derek gives guidance, feedback, and strategy for agency communications and the move into delivery.

2 Sample proposal PHASE 1 · INSTALL · WEEKS 3–4

You work a federal proposal end to end. Derek reviews it. Once it's dialed in, the install is complete. **INSTALL COMPLETE.**

3 Live bidding through day 90 PHASE 2 · OPERATE · WEEKS 5–13

You run your system on real SAM.gov opportunities. Derek reviews your proposals before you submit.

GOVKIDMETHOD DATED CURRICULUM

Phase 1: Install · November 2026

Thanksgiving week: Derek's weekly check-in moves up to Tuesday, November 24. The program pauses starting Thursday, November 26 (Thanksgiving).

WEEK	Date	Topic	Details
WEEK 01	Nov 11 – Nov 17, 2026	Orientation (Wed, Nov 11 · 6 PM ET) · Install: build the 6 assets (Search, Select, Contact)	Orientation Wednesday · Tuesday member-led call · Thursday check-in with Derek
WEEK 02	Nov 18 – Nov 25, 2026	Install: build the 6 assets (Quote, Proposal, Pre-Award)	Tuesday Nov 24: member-led call + Derek check-in (moved up for Thanksgiving) · ONE-ON-ONE WEEK Nov 23–25

GOVKIDMETHOD PROGRAM PAUSE

Thanksgiving through New Year

No recurring calls, check-ins, or one-on-one sessions are scheduled from Thursday, November 26, 2026 through Sunday, January 3, 2027.

Pause. Reset. Return ready to bid. Use the break as needed for rest, internal planning, and keeping your own business moving.

What the pause means

No weekly program calls. Tuesday member-led calls and Thursday check-ins with Derek pause from Thanksgiving through the end of December.

No December one-on-one week. Monthly one-on-one scheduling resumes with the active program in January.

The Cohort recommences Monday, January 4, 2027. The pause does not count toward active program time; the 90 active days finish Friday, March 19, 2027.

GOVKIDMETHOD DATED CURRICULUM

Install completes, then live bidding · January 4 through March 19, 2027

WEEK	Date	Topic	Details
WEEK 03	Jan 04 – Jan 10, 2027	Install: sample proposal, worked end to end	Cohort resumes Monday, Jan 4 · Tuesday member-led call · Thursday check-in with Derek
WEEK 04	Jan 11 – Jan 17, 2027	Install: sample proposal reviewed · INSTALL COMPLETE	Tuesday member-led call · Thursday check-in with Derek
WEEK 05	Jan 18 – Jan 24, 2027	Operate — live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 06	Jan 25 – Jan 31, 2027	Operate — live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek · ONE-ON-ONE WEEK
WEEK 07	Feb 01 – Feb 07, 2027	Operate — live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 08	Feb 08 – Feb 14, 2027	Operate — live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 09	Feb 15 – Feb 21, 2027	Operate — live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 10	Feb 22 – Feb 28, 2027	Operate — live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek · ONE-ON-ONE WEEK
WEEK 11	Mar 01 – Mar 07, 2027	Operate — live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 12	Mar 08 – Mar 14, 2027	Operate — live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 13	Mar 15 – Mar 19, 2027	Live bidding: final sprint and plan for what comes after day 90	Tuesday member-led call · Thursday check-in with Derek · ONE-ON-ONE WEEK · Day 90: Friday, March 19

The work continues after day 90. The program is designed to leave you with systems, judgment, and a stronger pipeline — not dependence.

DEREK GETS IN THE TRENCHES. YOU HAVE TO DO THE WORK.

All curriculum dates, calls, one-on-one weeks, and milestones are subject to change. Any updates will be communicated to Cohort members.