

90-DAY BID CHALLENGE

Curriculum & recurring schedule

October 14, 2026 through February 11, 2027 · December program break

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

How the program is structured

The opening work establishes your offer and repeatable bidding system. Live bidding follows, with December reserved as a program break. The cohort resumes in January and completes its 90 active days in February.

01

Sample Proposal

Week 1

You do not start with theory. You work through a real federal proposal end to end — compliance matrix, technical narrative, pricing worksheets, government forms, and final assembly. This is where you learn what a compliant submission actually looks like from the inside. By the end, you have a complete sample proposal that becomes your personal reference standard for every bid that follows.

02

Build a Winning Offer

Weeks 1–2

Most contractors cannot clearly state what they can win and why. This milestone changes that. You define your exact offer — NAICS codes, core capabilities, differentiators, and the specific agencies that buy what you sell. Then you test it: match it against real solicitations, past performance gaps, and the competitive landscape. What comes out is a focused, defensible offer you can take to market with confidence — not a generic capabilities statement.

03

Bid Loop System

Week 2

This is the engine that powers everything after it. You build a repeatable five-stage loop — Selection, Contact, Quote, Proposal, and Pre-Award — that turns scattered bidding into a system. Each stage has its own workflow, templates, and checkpoints. You learn to qualify the right opportunities, reach contracting officers, gather competitive quotes, write compliant proposals, and manage the pre-award window. This is the system you keep using long after the 90 days end.

04

Live Bidding

Weeks 3–13

You put the system to work on real SAM.gov opportunities — not exercises, not simulations. Every week is live bidding: finding opportunities, making contact, building relationships, pricing, writing, and submitting. Derek reviews your proposals before you submit. The Cohort keeps each other accountable. These are real bids with real deadlines, real competition, and real outcomes.

DATED CURRICULUM

Foundation & first bids

The work stays connected to your active business and bidding context. Dates are subject to change.

WEEK	Date	Topic	Details
WEEK 01	Oct 14 – Oct 20, 2026	Foundation: Sample Proposal and Build a Winning Offer	Tuesday member-led call · Thursday check-in with Derek
WEEK 02	Oct 21 – Oct 27, 2026	Foundation: Bid Loop System — Selection, Contact, Quote, Proposal, Pre-Award	Tuesday member-led call · Thursday check-in with Derek
WEEK 03	Oct 28 – Nov 03, 2026	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 04	Nov 04 – Nov 10, 2026	Live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 05	Nov 11 – Nov 17, 2026	Live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 06	Nov 18 – Nov 24, 2026	Live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 07	Nov 25 – Nov 30, 2026	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

PROGRAM BREAK

December off

No recurring calls, check-ins, or one-on-one sessions are scheduled during December.

DECEMBER 1–31, 2026

Pause. Reset. Return ready to bid.

The 90-Day Bid Challenge takes December off. Use the break as needed for rest, internal planning, and keeping your own business moving. Structured programming resumes in January.

What the break means

No weekly program calls

Tuesday member-led calls and Thursday check-ins with Derek pause for December.

No December one-on-one week

Monthly one-on-one scheduling resumes with the active program in January.

The 90 active days continue in January

The pause does not replace active program time; the schedule extends through February 11, 2027.

Schedule note: This curriculum is a planning guide. Dates and session timing are subject to change based on cohort needs and scheduling requirements.

DATED CURRICULUM

Live bidding resumes

January through February 11, 2027 · Dates are subject to change.

WEEK	Date	Topic	Details
WEEK 08	Jan 01 – Jan 07, 2027	Live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 09	Jan 08 – Jan 14, 2027	Live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 10	Jan 15 – Jan 21, 2027	Live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 11	Jan 22 – Jan 28, 2027	Live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek
WEEK 12	Jan 29 – Feb 04, 2027	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 13	Feb 05 – Feb 11, 2027	Live bidding: apply the system to active opportunities and strengthen the pipeline	Tuesday member-led call · Thursday check-in with Derek

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.