



**National Contract Management Association  
Washington, D.C. Chapter  
March 17, 2010**

**“Critical Condition – New Life and Focus for  
the Contracting Workforce”**

**Speaker: *Jeffery P. Parsons, Executive Director,  
US Army Contracting Command***

Please join the Washington Chapter NCMA at our March 17<sup>th</sup> dinner to hear one of our profession’s most experienced leaders discuss what is happening to the contracting community as a whole – and what’s to come!

*Jeffery Parsons* is the Executive Director of the US Army Contracting Command, a major component of the Army Materiel Command headquartered at Fort Belvoir, VA. The ACC provides global contracting support to Warfighters through the full spectrum of military operations using over 245,000 contract actions valued at more than \$100 billion per fiscal year.

Jeffery Parsons retired from the US Air Force with the rank of Colonel last serving as the Director of Contracting for the US Air Materiel Command, Wright-Patterson AFB, Ohio. Mr. Parsons has had extensive experience in workforce development, responsible for thousands of contracting careers over the years. He is certified at the highest levels in both contracting and program management and is an NCMA Certified Professional Contracts Manager (CPCM).

Come hear this executive, up close and personal, share his insights and address:

- Was becoming an Acquisition Professional a *good career decision*?
- With so many new interns, what is the strategy to *train* – and then, *retain*, them?
- What’s being done to make the career *attractive for the long haul*?
- How will *in-sourcing* affect contract professionals *working for contractors*?
- Will the contracting pro’s (in and out of Government) be empowered and have the *backing of management*?
- Do professional certifications really *matter*?
- What are the *essential characteristics* of a truly superb Acquisition Professional?
- How can Acquisition Professionals really *‘make the difference!’*

The NCMA Washington, D.C. Chapter’s monthly meetings draw leaders, midlevel and interns from far and near within and without the federal procurement system - a wonderful opportunity to catch up with colleagues and learn how their organizations address your problems. If using the Metro system and exiting the L’Enfant Plaza Station to the Hotel, take the **9th and D Street exit**. Reservations should be cancelled by March 12th to avoid being billed. Please join us!

**Location:** L’Enfant Plaza Hotel, 480 L’Enfant Plaza, SW, Washington, DC (above the Metro stop)  
**Time:** Registration/social hour at 5:30 p.m., dinner at 6:30 p.m., program at 7:30 p.m.  
**Cost:** \$40, NCMA members; \$45, non-members  
**RSVP:** Smith Pachter McWhorter PLC, 703-847-6295, or [register@smithpachter.com](mailto:register@smithpachter.com)

***RESERVE EARLY TO ENSURE A SEAT!***