



STEPHANIE D. BURROUGHS, PHD
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- Keynote Speaker
- Workshop Facilitator
- Breakout Session Speaker
- Small Business Government Procurement Programs
- Diversity/Socio/Economic Certification Navigator

DR. STEPHANIE D. BURROUGHS

Speaker | Workshop Facilitator
Business Navigator | Author



DR. STEPHANIE D. BURROUGHS' BIO

Dr. Stephanie D. Burroughs, a/k/a "The G.R.I.T. Factor" is a dynamic and inspirational speaker, workshop facilitator and government contracting strategist for small, minority, women and veteran business owners. She is the creator of the following Digital Training programs: the Big Contract Bootcamp®, a Government Contracting Digital training program; "The Art of Promoting: Networking, Branding and Communication", and author of her printed and audio book, "Dating Your Business Prospect: Practical Strategies for Successful Business Matchmaker Meetings". Dr. Burroughs' inspirational and common sense approach guides audiences and clients through transforming their fear and frustration into confidence and clarity.

Being the daughter of a Marine who raised her like one of the troops, Dr. Burroughs learned at a very young age, what it means to "Grow G.R.I.T. Honing her cognitive and emotional control, Dr. Burroughs was able to successfully perform contract compliance monitoring for government minority business programs on construction sites for a variety of construction projects beginning in 1980. Over the last 35 years Dr. Burroughs progressed to program and project development and management; certification auditing and business advisor services to minority, women, small and veteran business owners. She has advised and navigated more than 2000 business owners through public, corporate and government procurement programs and the completion and effective use of diversity certifications. Five percent of client survey responses over a 10 year period, showed Dr. Burroughs' her impact on her clients helped them to win over \$900 million in contracts.

Dr. Burroughs created over 200 training programs, seminars, webinars, expos and matchmakers which provided business owners the opportunity to effectively market, connect and build relationships with representatives from public agencies, local, county, state and federal government and corporations.

Dr. Burroughs has received numerous awards and honors and has been featured on cable TV, radio, print media and podcasts. Recently, Dr. Stephanie D. Burroughs was honored with a Doctor of Philosophy degree from Global Oved Dei Seminary & University. Dr. Burroughs is a Rutgers University graduate with a BS in Management.

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