

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
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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.

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- 01

Sample Proposal
Study and build from a practical proposal structure.
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- 02

Build a Winning Offer
Clarify the offer you can confidently take to market.
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- 03

Bid Loop System
Selection, Contact, Quote, Proposal, and Pre-Award.
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- 04

Live Bidding
Put the system to work across the active program weeks.
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Foundation & first bids

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

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

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.

Live bidding resumes

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

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.