

Hello – my name is Jean Kristensen, I am the President & CEO of Jean Kristensen Associates, L  
Jean Kristensen Associates, LLC is a full service consulting firm providing tools and resources to  
small, minority and women owned firms seeking to increase revenues through government  
contracting, certification and innovative business strategies.

As a small business owner, I understand the challenges with running and growing a business. For  
me, certification programs have proven to be an invaluable tool in entering government contracting  
and working with large corporations. In the early 1990s, certification programs helped me to grow  
security guard firm from 5 employees to over 500 with revenues in excess of \$15 million. Today,  
professional services firm, I attribute all of my contracts to a deliberate and focused effort utilizing  
certification as small, minority and woman owned business.

Government Contracting is an attractive way for small businesses to accelerate their growth.  
Government agencies have an enormous interest in doing business with small, minority and wom  
owned firms. The processes for doing business with the government can often times appear allus  
time consuming and unattainable.

Our program called MWBE Success is designed to provide small business owners with  
understanding why certification programs exist and how to use them to increase revenues. The  
program provides guidance and support in the areas of marketing, business development and  
compliance. We are selective about who we work with and guarantee results.

Jean Kristensen Associates is also called upon by agencies and private concerns assisting them  
identifying qualified small businesses for their corporate Supplier Diversity program and governm  
sub-contracting needs.

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