



The Value of Teaming

Acquisition Business
Consultants
Speaker: Jessica Morales
President

Who is my ideal partner?

- ◉ What am I willing to give to the relationship? Degree of commitment
- ◉ What I have to offer - Money, Time, Skills, Equipment, Staff – resources, network
- ◉ Who is my target partner - direction



The Dating Game



- ◉ Speed Dating – Conferences (elevator speech)
- ◉ Blind Date – Referral from business associates
- ◉ Linked-In – Update your marketing profile, web site, etc.
- ◉ Associations – People you have known and trusted for a while.

Getting to know you

- ◉ Do we have the spark? – synergy
- ◉ What do we have in common?
- ◉ Are we good together?



Getting to know you better

- ◉ Past relationships – reputation
- ◉ How do we grow together – gaps



Relationship 101

- ◎ First Date –past performance
 - > Can we play well together?
- ◎ More about dating
 - > Working together
 - > Any outstanding issues – gaps



Can you be fixed

- ◉ Can I make this dream boat my everything – bridging gaps
- ◉ How do I make you perfect for me? – fixing gaps –embrace and drive change



The Engagement

- ◉ Updating your status –
 - > JV or teaming agreement
 - > Ownership
 - > Prime/sub
 - > Marketing Agreement



Engagement details

- Tax ID number
- License
- Bonding and insurance
- Bank account
- Duns number
- CCR registration



Living arrangements

- ◉ Should we live together or separate – integration



Engagement Party

- ◉ Announcements – marketing
 - > Make a web site
 - > Going to conferences together
 - > Marketing materials



Rehearsal

- ◉ Rehearsal dinner – meeting contracting officers or new clients
- ◉ Proposal Teams – writing the Perfect proposal



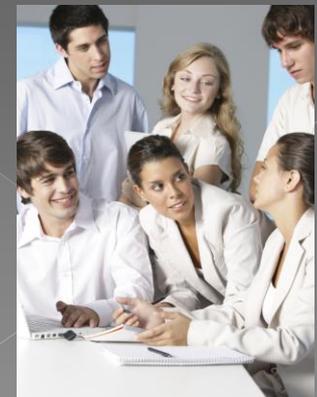
Marriage

- ◉ Making it official – first project



Introduction of the new couple

- ◉ Have someone review your information (PTACs are available at no charge)
- ◉ Introduce yourself to the small business representative
 - > Office of Small and Disadvantaged Business Utilization (OSDBU)
 - > Business and Economic Development Center (BEDC) UW Foster School of Business
 - > Office of Small Business



Honeymoon stage

- ◉ Keeping the spark – communication
 - > Continue to market together
 - > Integrate your work together more
 - > Plan for the future together



The Golden Years

- ◉ Embracing and Driving Change
- ◉ Create Fun and a Little Crazy
- ◉ Be Adventurous and Open-Minded
- ◉ Pursue Growth and Education
- ◉ Review, reflect, analyze
- ◉ Lessons Learned



Practice makes perfect

This is for the participants –
Time for you to shine

- Introductions of companies
- 30 second elevator speech
- What are you looking for
- Who is your target clients
- What are your assets



Acquisition Business Consultants Inc.

Jessica Morales – President
1732 N. Lake Lucille; Wasilla, AK 99354 – Corporate
office

320 N. 20th Ave; Pasco, WA 99301 – Branch office
907-301-9291

jessica@abc-biz.us

www.abc-biz.us