Video #1 - Welcome To the World of Supplier Diversity

If you’re like most small business owners, you are looking for ways to increase your revenue and grow your business beyond its current state. Many Fortune 500 companies and other large corporations are actively seeking opportunities to work with small business owners like you. In fact, they are already spending billions of dollars each year, purchasing the products and services you sell. This video will introduce you to the world of supplier diversity, highlight the tremendous opportunity available to you and discuss what experience you need to successfully compete for contracts as a diverse supplier.

Worksheet

Supplier diversity is ______________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

My business qualifies as a diverse business because we are:

☐ At least 51 percent owned by an ethnic minority (African-American, Hispanic, Native American, Asian-Indian and Asian-Pacific)
☐ At least 51 percent owned by a Woman
☐ At least 51 percent owned by a U.S. Veteran or Service-Disabled Veterans
☐ At least 51 percent owned by a member of the LGBT community
☐ A Historically Underutilized Business Zone (HUBZone)
☐ A Small Disadvantaged Business (as defined and certified by the SBA)

I am interested in securing corporate and government contracts as a diverse business because ________
____________________________________________________________________________________
____________________________________________________________________________________

The products and services I sell that I think would be of interest to Fortune 500 companies include:
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
My experience in working with Fortune 500 includes:

____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

As I participate in this training, I am most looking forward to:

____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

Additional thoughts:
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________