



Positioning Your Business for Growth

Feb. 28 | **Duke Realty** | 500 East 96th Street | Indianapolis, IN 46240

March 5 | **Herman Miller, Inc.** | 855 East Main Ave. | Zeeland, MI 49464-0302

March 7 | **Lear Corporation** | 21557 Telegraph Road – Building 400 | Southfield, MI 48033-6817

This year's Leadership Institute for Women is about teaming opportunities and empowering woman business owners with the tools to secure corporate and government contracts. Attorney Michelle Kantor will begin the day with a presentation on developing the landscape for different models of teaming and or joint ventures, what are they? In understanding the models it will help women business owners figure out how to find the right someone to team with. How does certification play into teaming and or joint ventures process? What legal considerations need to be contemplated? How do they know if they are ready?

WBE Teaming Experience panel of will be moderated by Michelle F. Kantor and discussing the following:

- **Share your teaming story**
- **How you found companies to Team with**
- **Tips on breaking through with the first contract**
- **Questions and answers**

Michelle Richards, CEED's Executive Director and WBEC – Great Lakes President, will moderate a panel of corporate buyers that will share real talk on what it takes to do business with their companies. This panel of corporate procurement professionals will be discussing the following:

- **What does it take to do business with their companies**
- **Does the corporation have an example of a woman owned business teaming with each other**
- **In what industries are you seeking suppliers**
- **Tips on breaking through with the first contract**
- **Questions and answers**

A Growth Exercise will be combined with lunch. We will break out into smaller teams for a working lunch with colleagues and a corporate leader. The objective of the working lunch is to debrief the morning's presentation and panel discussions with each other. After lunch everyone will stay in their designated group for an exercise that will consist of composing a teaming proposal together. The group will select a leader to present the proposal, thereby allowing everyone to benefit from each group's gained knowledge.

Registration will open at 8:15 am, Leadership Institute will start at 9:00am – 4:00pm, followed by a Networking Reception 4:00 to 5:00 pm. Registration cost \$100.00. Continental breakfast, lunch and materials are included.

This training is designed to take WBEs to the next level in their business through strategically thinking for teaming opportunities, while positioning their business for growth.

For additional information contact Deb Loeser, Women's Business Center and Michigan Women's Marketplace Manager at 734.695.1411 or dloeser@miceed.org.