



Procurement Networking Roundtables

Procurement Roundtable Networking Seminars are structured one-day events designed to generate both Corporate/Government-to-Hispanic and Hispanic-to-Hispanic business opportunities.

These seminars entail a series of six, 35-minute sessions where attendees are divided into individual groups. Attendees will meet with representatives from major corporations such as AT&T, The Coca-Cola Company, General Motors Corporation, IBM, MGM MIRAGE, Wal-Mart Stores, Inc. and SAM'S Club, Wells Fargo Bank, AFLAC, American Airlines, American Express, Southwest Airlines, Independent School Districts and various local, state, and federal government agencies plus so many more. Representatives are expected to list the goods and services they may want to purchase from Hispanic Businesses. In turn, Hispanic business representatives provide information on the goods and/or services they can offer to the consumer. You are encouraged to bring a brochure about your company and its services, along with a minimum of 100 business cards. This event is a one-time opportunity to expand your business.

Corporate, Construction, and Federal representatives will be present at these Seminars as well as Hispanic entrepreneurs. These Seminars are designed to facilitate both Corporate to Hispanic business purchases as well as Hispanic business to Hispanic business contract opportunities.

Who Should Attend? : Business Owners who would like to personally meet Corporate Representatives and other small business owners to seek opportunities for doing business together.

Why Should you Attend? : These Seminars are designed to generate real sales opportunities for Hispanic businesses. Over 20 Corporations will be represented by staff that has a thorough understanding of how their corporation engages in contracting. Whether you are selling construction services or technology products, you owe it to yourself and to your business to make these connections.

What Can I Expect? : This is NOT your average business seminar. Bring plenty of business cards and be prepared to engage in small group sessions to introduce your company and meet 8 other businesses and a corporate representative familiar with how that corporation makes purchases and establishes business partnerships. At the end of each small session, you will be guaranteed to have one sales call opportunity and you will be asked to make yourself available for a sales call opportunity from another vendor.

Space for these Seminars is limited. Register now by sending in the attached registration form to TAMACC via fax at (512) 444-4929 or visit www.tamacc.org

The Procurement Roundtable Networking Seminars are **FREE to ALL Registrants of the TAMACC Convention.** If you are not attending this convention but wish to attend this seminar, the cost is \$75 per person. The session agenda includes a break for lunch (lunch included). To register please fill out the form on the next page.

Sign up today!

Call (512) 444-5727

