

Small Business Education Series

Three-Part Series: Explicitly designed to empower small businesses and diverse suppliers. This comprehensive program consists of three one-hour courses:

01 Tips and Tools for Small Business/Suppliers

- Strategic planning essentials for small business growth
- Resource optimization techniques
- Financial management fundamentals
- Navigating business relationships with larger organizations

02 Certification Education

- Overview of various certification types (MWBE, LGBTQ+, Veteran, Disabled, etc.)
- Step-by-step application processes
- Documentation requirements and best practices
- Maximizing certification benefits for business growth

03 Business Readiness: Telling Your Story

- Creating compelling company statements
- Developing effective capabilities statements
- Designing impactful company presentations
- Communicating your unique value proposition

Program Delivery Options:

We offer flexible delivery formats:

- 1 **Core Program:** Three foundational sessions
- 2 **Extended Program:** Core + additional modules
- 3 **Comprehensive Program:** All modules delivered over 3 months
- 4 **Executive Intensives:** Condensed half-day sessions for business owners
- 5 **Hybrid Models:** Combination of virtual and in-person sessions

Value and Benefit Statements

- Strengthen your supply chain resilience through a pipeline of well-prepared, diverse suppliers
- Meet corporate social responsibility and ESG objectives with tangible supplier diversity development
- Reduce procurement risks by engaging with suppliers who understand your industry requirements
- Access innovative solutions and fresh perspectives from a broader range of qualified vendors
- Streamline the onboarding process for new suppliers through standardized education

Benefits for Suppliers/Small Businesses:

- Gain insider knowledge on navigating complex procurement processes
- Learn to communicate your unique value proposition to potential clients effectively
- Develop essential financial management skills for sustainable growth
- Understand certification pathways that open doors to diverse supplier programs
- Build valuable relationships with both peers and potential corporate clients

Value for Community-Based Organizations:

- Elevate your members' business capabilities with professional, actionable education
- Attract corporate sponsorship by demonstrating a measurable economic impact
- Increase your members' success rates in securing contracts with major corporations
- Build your reputation as a catalyst for economic development within your community
- Offer high-value professional development that directly impacts members' bottom line

EA Simon Company Differentiators

- Programs delivered by practitioners with proven real-world success
- Comprehensive support beyond classroom training, including one-on-one consulting
- Measurable outcomes with trackable ROI for all stakeholders
- Flexible delivery options to accommodate diverse learning needs
- Ongoing alum community that continues to deliver value long after program completion



Contact Us

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