

Developing Strategic Alliances with your Vendors



This class will provide you with the secret to having a great event team and how to obtain new business without really trying. It will explain how one chooses a vendor that will not only work best on your event but at your event site. It will give you the steps to take to ensure good communication to create a cohesive event. As planners, your time is precious, this class will show you how using forms can not only make your job easier but save time! Dealing with several vendors on each event opens you up liability. Learn how to protect your company and create a safe environment. When contracting vendors - should you sign their contracts, use your contract or both? What about liability? Find out the answer that works best for you. See how creating and using a detailed timeline can save you from a disaster. Learn how to motivate your vendors and sponsor vendors. Learn how thanking your vendors can lead to new business. Learn how to deal with your vendor becoming your competition. If your vendor does a bad job is it a good idea to give them a second chance? We have the answer. See how vendors can not only be your friends but a great marketing too!

1. Discover how to locate and determine if and when a vendor is best suited for your needs.
2. See how to turn your relationship with vendors into mutually profitable ones.
3. Find out how to turn vendors from simple suppliers to total team players.
4. Hear why timelines are essential tools for both you and your vendors for complete event success.
5. Learn the secrets to developing great vendor relationships and how to know when it's time to "break up" with a vendor.

Book Stacy today at (561) 988-3900