

SMALL BUSINESS BIG BUSINESS INTERPRETER



BRONWYN REID
Small Company, Big Business

Bronwyn Reid has been guiding relationships between big companies and small businesses for more than 20 years, as a best selling author, international speaker, mentor and consultant.

VALUE ADD

Bring your Keynote to life and add a workshop, or break out session to your program. Small Company Big Business also works well as a 1-2 hour workshop. Bronwyn will make this available at no extra charge, and customise it to your audience needs. Please arrange a discovery call to discuss this.

bronwyn@bronwynreid.com.au
M | 0417 602 981



SMALL BUSINESS IS GOOD FOR BIG BUSINESS ... AND HERE'S WHY ...

"The thing that nobody talks about is that big business and small business are equally confused about doing business together - and they are both trapped by the same issues."

So what are the FIVE essential steps you must take before you can attract, win and retain big companies as customers?

KEYNOTE - SMALL COMPANY, BIG BUSINESS

COVID 19 has changed everything. Now is the time for SMEs to turn it up, impact our communities, and take their place in our critical supply chains. It's also time for our big companies to fully engage with local communities and businesses. Customers, suppliers, employees and, importantly, financiers, are expecting it, and it's just good business.

Bronwyn will share with your audience exactly why and how this can happen.

DISCOVERY

Check my calendar, engage with a discovery call, or just email me some questions ... all here on my speaker page: bronwynreid.com.au.



TAKE-AWAY

Everything an SME needs to understand about big companies.

- Why big companies won't buy from you.
- What will make them want to buy from you.
- 5 Steps you must take to be a capable, profitable supplier to big organisations.
- Everything big organisations need to know to successfully engage valuable SME suppliers.
- How to meet your increasing CSR obligations.
- What you are doing to actively discourage SME's?
- Why small company | big company relationships are changing.

BEST SUITED TO

SME managers and owners who want to play a bigger game. Big businesses who understand that they need to engage small suppliers in a post-covid world where supply chains have broken, and they must meet social and community expectations.



"There has never been a better and more exciting time for small businesses in the past 50 years. We just need to take advantage of the opportunity".