

Request for Presentation 2023 Small Business Success Summit

Scope

The Greater Des Moines Partnership is hosting the annual Small Business Success Summit on March 22, 2023 at the FFA Enrichment Center located at DMACC's Ankeny campus. This event is one of its kind for Greater Des Moines (DSM) and will inform, educate and inspire business owners and entrepreneurs. The Summit will feature motivating keynote speakers and engaging breakout sessions on a variety of timely topics that are impacting the small business community. There will also be time allotted for our attendees to network and establish strategic partnerships. With the support of our partners, we are anticipating more than 300 attendees.

Here are some examples of past presentations:

- Focusing on the Vital Few: The Critical Business Practices that Lead to Exceptional Results
- Legal Implications for a New or Existing Remote Workforce
- Coping as an HR Department of One
- Intentional Leadership Strategies
- I am Back to Doing it All and I am Burnt Out. How to Reverse Delegate, Prioritize, and Reorganize my Team.
- Mandatory Marketing
- How to Use Story to Power Your Marketing
- Get Over Your Midwestern Humility and Talk Yourself Up!
- "One to One: Growing Your Business through Customer Engagement"
- Supplier Diversity: The Business Case
- "The Windshield and The Rearview Mirror: Achieving Life – Work Balance"

We request that your proposal address related topics within areas that are timely and pertinent to businesses. The Partnership desires these programs to be encompassing for small to medium sized businesses, minority businesses and creative business owners. Attendees will be existing businesses, startups and entrepreneurs.

The sessions will be 40 minutes long. This will include the intro and any Q&A.

Presentations must be of high-quality information and steer clear of advertising/pushing your company on attendees.

Please feel free to submit proposals for each topic for which you would like to be considered. Qualified Providers must be either a Member of The Partnership through an Affiliate Chamber of Commerce or an Investor of The Partnership.

The Partnership encourages proposals from a diverse group of experts and presenters. Minorities, Women, Veterans, persons with disabilities, members of LGBTQ+ and experts from a diverse group of suppliers are strongly encouraged to apply.

Summary of proposal process

All **questions** regarding your proposal should be directed to Emily McLain, emclain@DSMpartnership.com.

Please submit your proposal via email by 11:59 p.m. on January 15, 2023 to Emily McLain at emclain@DSMpartnership.com.

Proposals will be reviewed by the Business Resources and Community Development Board and/or Co-Chairs for Small Business Programming.

Presentation specifics

Please include the following details in your submission:

- Provider Information
- Name (Company or Individual)
- Type of Business
- Years in Business
- Location of Business
- Telephone
- Website Address
- Principal Contact — Name and Title
- Email Address for Principal Contact
- Include a high-quality headshot of speaker(s)
- Speaker(s) bio(s)

** bios must be no longer than 750 characters*

Program Description

- Please provide a brief description and brief outline of your proposed educational offering(s).
- Is product/program proprietary to your company?

Program Development/Support

- Please explain how your company would provide the following services.
- Is this offering something you have presented before? If yes, when and to whom?

Provider Qualifications

- Are you or your company a member of a Partnership Affiliate Chamber of Commerce or Investor of The Partnership?
- Please provide any additional information supporting why The Partnership should select you as the Provider.

Cost of Service

There will be no fee paid to providers for presentations.