

Our Mission:

To increase purchases of goods and services by large companies and Government entities from Minority-Owned, Women-Owned, HUB-Zone, and Service Disabled Veteran businesses

## President's Message

Dear Utah Supplier Development Council (USDC) Members,

USDC took a break from the monthly luncheon in July to accommodate the busy summer schedule of our members, but we're getting right back on track with a hot dazzling August event!!

Before we get into the details of that, USDC would like to thank all those who participated in the June meeting with host Utah Transit Authority (UTA). At the meeting, we heard about UTA's Disadvantaged Business Enterprise program, and several of UTA's purchasing agents were on hand to explain what products/services they buy and to answer questions. It was a good opportunity to find out how to do business with UTA.

For our August luncheon/meeting, we have a great speaker lined up to teach us all how to better market ourselves, and how to do it in a short time. Chris Redgrave will be our speaker, and she will present on "How to Market Yourself in 60 Seconds." We have all had the experience where we had to give a short but accurate and compelling story about what our business is and why the customer would want to buy from us! Ms. Redgrave will teach us how to do just that – sell ourselves in 60 seconds!!

When: Thursday, August 19, 2010

Where: Wells Fargo Bank, 299 South Main Street, 11<sup>th</sup> floor, Salt Lake City

Time: 11:30 am – 1:00 pm (Please note that USDC is trying to start our meetings on time, so please come a few minutes early to register and fill out a name tag, etc.)

Lunch will be provided and is free for all USDC associate and major members (one free lunch per membership). \$15.00 for additional members and guests. Please RSVP by Thursday, August 12th at our website: [www.usdcutah.org](http://www.usdcutah.org) or by contacting Randi Ruff at: [ruff@purchasing.utah.edu](mailto:ruff@purchasing.utah.edu) 801-581-7450 or Gayle Gayler at [ggayler@slco.org](mailto:ggayler@slco.org).

Best Regards,

Chuck Spence, USDC President

