



March 2015

Thank you to all the associates who attended the January and February meetings.

In January Daniela Cherry, Intermountain Healthcare coordinated an event “Business-to-Business Speed Dating” where over 10 buyers from different companies met individually (for 10 minutes) with an associate member. She even outlined tips to make the most of the 10 minute interaction. Great tips for any time you are meeting with a possible client.

- Introduce yourself and ask specifically what department or target area your company fits in.
- Discuss the best way to communicate with the buying organization.
- Ask about the current contract they have and when the expiring date is.
- What are the qualifications to bid on requests? Do they have a vendor profile sheet to fill out?
- Connect via LinkedIn, exchange business cards and handout a short capabilities sheet.
- Let them know if you accept credit cards.

In February we found our way to Ogden, UT to meet with Autoliv. They arranged to have all of their commodity buyers at the Ogden facility to meet the attendees. After a brief presentation and a networking card exchange, we had a tour of their manufacturing plant and a lesson on their renowned lean manufacturing process. A tour is a benefit to the small business that have an eye to see where their product or service could be used; it is a window into the process and mechanics of the business. This was a great opportunity for the associates that made the effort to travel north.

We are anxiously awaiting the 2015 Annual Meeting where we will be honored to have Chris Redgrave speak to us on “The Power of Positivity”. It will be held Friday, March 20th beginning at 11:15 am at Zions Bank Founders Room, One South Main Street, 18th Floor. We would like to thank Catherine Arik for making arrangements for the speaker and meeting location.

The USDC board is committed to making each month a success! We are using all of our contacts to select “host companies” that will benefit our associates in meeting and working with new companies. Each month is an opportunity to build your business and simply increase your business contacts. I can’t emphasize enough to attend the meetings and be aware that each person you network with could one day be your biggest customer. Some of our associates only attend the monthly meetings to seek out and sell to the other attending associate’s. I compliment this type of thinking and business strategy. They are taking advantage monthly of the opportunity of meeting new people and working a situation for introduction to more people and possibly more clients.

Tom May, NASA JPL was quoted in saying “People do business with people they know”. I fully believe that the first step in building a business is to meet people and network in a positive environment. Hopefully you agree that is the ultimate goal for all of the members of USDC.

Jennifer Scofield

USDC President 2015