



# Partnering With Purpose Series

This no-cost, three-part series will focus on partnering and teaming as an intentional business strategy. The purpose of the series is to help bring awareness and elevate teaming approaches and skills to our women-owned businesses. The series is designed to address how a successful partnering strategy can expand capabilities, capacity, and add value to your existing and potential customers to meet their sourcing needs.

## Session 1

### FUNDAMENTALS OF TEAMING AND PARTNERING

June 15 | 10 am – Noon

This session will focus on the fundamentals of teaming and partnering, addressing purpose, benefits, types of relationships, and key terms in defining relationships. [REGISTER HERE](#)

## Session 2

### CHALLENGES IN DEVELOPING SUCCESSFUL BUSINESS TEAMS AND PARTNERSHIPS

July 20 | 10 am - Noon

This session will focus on challenges and risk mitigation, offer legal insights into teaming approaches and agreements, and locating good partners or team members. [REGISTER HERE](#)

## Session 3

### A ROADMAP TO DEVELOPING SUCCESSFUL TEAMS AND PARTNERSHIPS

Aug 17 | 10 am - Noon

This session will offer a roadmap that will help guide you on developing your own teaming and partnership arrangements. We will explore types of contract opportunities, methods of developing relationships, performing due diligence, and various levels of formality. [REGISTER HERE](#)

When registering, please complete both the GoToWebinar and Zoom pages. This will ensure access to the entire event including Networking.

### PRESENTED BY:

Women's Business Development Center (WBDC) | WBDC WI Ambassador Advisory Committee  
Wisconsin Procurement Institute (WPI)

Questions? Please call Jessie Leonard at (414) 395-4564 or email [jleonard@wbdc.org](mailto:jleonard@wbdc.org)