

# Speed Selling



**Speed Selling:** Matching small and diverse business owners with corporate buyers

The Resource Institute works with Atlanta Corporations to determine a small number of commodities to be purchased in the following six months and then exclusively hosts a **Speed Selling** event to match corporate opportunities with qualified suppliers.

## The Process:

- The Resource Institute e-mails and posts a list of commodities to be “matched”
- Suppliers click on the link within the e-mail and apply on-line
- Qualified suppliers will be notified via e-mail of their opportunity to participate

## The Pitch:

- The Resource Institute will provide materials on how to pitch your business
- Suppliers will have the option to review their pitch with a business coach
- Suppliers meet one-on-one with buyers at the **Speed Selling** event