

NORTHWEST MOUNTAIN MINORITY SUPPLIER DEVELOPMENT COUNCIL

"PREPARING FOR AN EFFECTIVE ENGAGEMENT"

MAY 18, 2017

Company Name: _____

Presenter Name: _____

REVIEW & FEEDBACK OF WRITTEN CAPABILITIES STATEMENT				
Area of Review	Yes	No	Areas for Improvement	Comments
1. Was the Capabilities Statement Clean, Crisp, Attractive, & Easy to Follow?				
2. Did the Capabilities Statement highlight the MBE Company Mission, Vision, & Values?				
3. Did the Capabilities Statement accurately reflect the Company History?				
4. Did the Capabilities Statement accurately depict Company Products/ Services and Case Study Examples?				
5. Did the Capabilities Statement clearly state the Company's Value Proposition?				
6. Did the Capabilities Statement encourage you to have a follow-up call with the MBE Company?				

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FEEDBACK OF 2 MINUTE INTRODUCTORY COMMUNICATION				
Area of Review	Yes	No	Areas for Improvement	Comments
1. Was the Introductory Communication completed within the allotted time frame?				
2. Was the Introductory Communication clean, crisp, and concise?				
3. Did the Introductory Communication clearly explain the MBE Products, Services, and Capabilities?				
4. Did the Introductory Communication compliment the Capabilities Statement?				
5. Did the Introductory Communication state how the MBE Company can help the Corporate Member?				
6. Did the Introductory Communication strongly position the MBE Company for a follow-up discussion?				