

**The Advanced Business Match (ABM)** is a powerful technology-facilitated business matching forum, with events held across Canada and in the US.

We are your competitive edge in the market. We combine customized technology with effective market knowledge to help you find and connect specific opportunities for business success.

#### Concrete Results

In 2017, 2 out of 10 delegates left ABM with a concrete deal in place, and 7 out of 10 expected to close deals.

#### Your Formula for Success

ABM's sophisticated software is an online tool to efficiently pre-qualify and pre-prepare ABM Delegates for face-to-face meetings with like-minded, motivated decision makers who want to seal concrete deals with real handshakes.

Here's how it works:

- 1. Online profiles:** First, ABM delegates create detailed profiles on the ABM business matching platform. These profiles feature business priorities, projects and partnership opportunities as well as products and services either required or offered. Applicants offer everything from strategic planning and product sales to mergers and acquisitions.
- 2. One-on-one pre-scheduled appointments:** Then, ABM delegates meet their pre-selected business matches and potential partners in a face-to-face meeting on the trade show floor.

#### Curated Connections

ABM events combine a decade of experience in technology-facilitated business development, market intelligence and the engagement of influential economic partners. This creates a business matching forum like no other. ABM is in tune with the opportunities and unique characteristics of your specific region, network or industry, providing fertile ground to achieve unprecedented results including investment attraction, market entry or expansion.

#### A Network of Partners

ABM is relationship- and partnership-driven. We provide the online environment and confidential setting on the tradeshow floor to distill potential into real deals. Delegates tap into hidden opportunities and explore them with focused potential partners. At ABM, you become part of a collaborative forward-thinking network of positive energy, finding common ground and building relationships that bridge the gap between supply and demand and even cultural backgrounds and business motivations.

#### Better than a Conference

Your custom-tailored tradeshow program of pre-scheduled appointments you request and accept keeps conversations focused and efficient. ABM is a hyper-productive experience that eliminates geographic barriers and condenses time requirements. It is the most cost-effective method of forging direct and meaningful connections with key decision makers.

#### Respectful Relationships

We take great care to ensure that the business ecosystems we assemble for each event are environments of productive interaction. ABM delegates tell us consistently that the event is unparalleled in its approach to developing relationships. ABM delegates are vetted and reputable and required to offer concrete business opportunities for discussion. Understanding the benefits of indirect business connections, ABM delegates are also willing to offer a helping hand, be a sounding board or referral service.

#### High Standards of Professionalism

Every ABM appointment represents a potential business opportunity. Therefore, every no-show, cancellation or pending appointment request can result in a lost opportunity. ABM Delegates agree to respect each other's business interests and commit to active engagement in the business matching process before and during the event.

#### Where and When

##### ABM Indigenous: Prairies - Canada

Treaty 4 Territory  
Regina, SK, February 25 - 27, 2019

##### VIEA Business Match – Canada

in partnership with the Vancouver Island Economic Alliance  
Lekwungen Territories  
Victoria, BC, March 11 - 13, 2019

##### ABM at the Navajo Nation Economic Summit - USA

Navajo Territory, Flagstaff, AZ  
April 22 to 24, 2019 (business matching April 24 only)

##### ABM Indigenous: West 2019 – Canada

Sylix/Okanagan Territory  
Penticton, BC, May 13 - 15, 2019

##### ABM Indigenous: East 2019 - Canada

Ontario, August or Fall 2019

##### ABM Indigenous: Alberta 2019 – Canada

Alberta, Fall 2019

##### ABM Indigenous: Lower Mainland - Canada

Kwantlen, Katzie and Semiahmoo Territory  
Langley, BC, October 2019

#### How to Apply

Visit [www.advancedbusinessmatch.com](http://www.advancedbusinessmatch.com), select the event you wish to attend, and click "Apply now." Your application will form your online business matching profile, which will be reviewed by the ABM Partners Group before approval.

Applications have a better chance of success if the business opportunities offered extend beyond a "simple" customer/supplier relationship, including investment and partnerships. The ABM Partners Group carefully selects exhibitors. Not all applicants will be successful.

#### For Returning ABM Delegates

If you have attended ABM in the past, your profile is in the system. On the registration page, enter the email address of the ABM delegate to retrieve and edit it.

## Registration Fees

Registration fees vary from event to event. Please visit [advancedbusinessmatch.com](http://advancedbusinessmatch.com).

Our fee structure of Super Early Bird, Early Bird and Regular is designed to ensure ABM continues to be the hyper-productive experience it is. **We know that ABM's productivity increases exponentially the more business matching activity occurs early.** We therefore give you a financial incentive to register early. More importantly though, registering early means that you increase your visibility and profile in the international ABM Network. No matter if you represent a community or business, raise awareness for your business goals early and increase the probability of attracting the right partners or customers. Additionally, your early registration allows Raven Events to recruit more decision makers of specific interest to you. **By registering early, you maximize your results and improve your ROI.**

## Key Dates – Canada and USA

	Event Date	Super Early Bird until	Early Bird until	Payment Deadline
ABM Indigenous Prairies 2019	Feb 25 to 27	Nov 25	Dec 25	Jan 25
VIEA Business Match 2019	Mar 11 to 13	Dec 11	Jan 11	Feb 11
ABM at the Navajo Nation Economic Summit 2019	Apr 22 to 24	Jan 24	Feb 24	Mar 24
ABM Indigenous West 2019	May 13 to 15	Feb 13	Mar 13	Apr 13

## The Evolution of ABM

ABM is produced by a team of eight at Raven Events. We started as an event management company in 2010 but have since developed into a market leader in technology-facilitated business development. The curation of business networks that pursue complementing goals in an event setting is now our core competence.

ABM is the brainchild of our Managing Partner Katrin Harry. Leading the organization with her are partners Alisha Point and QWASTeNAYe (L. Maynard Harry).

We are an Indigenous business and headquartered in the Coast Salish community of Tla'amin in British Columbia, Canada. Due to our DNA, ABM's first iteration in 2012 was the Aboriginal Business Match. Our initial goal was to connect First Nations with mainstream business opportunities to support self-determination and economic reconciliation. This goal is still our underpinning but, now held in 6 cities across Canada annually, ABM is going where our network leads us, into the US and into non-Indigenous markets.

Our rapid growth has been incubated in a technology-facilitated system that fosters a distinctly relationship-driven process. Demand now leads to an expansion of the concept, one that allows us to connect a broader array of people and business for focused success, and one that provides opportunities for customized events for partners like the Vancouver Island Economic Alliance or the Navajo Nation. Hence our new name, Advanced Business Match. Within the ABM platform, Indigenous-focused business development remains a dedicated stream which is now known as ABM Indigenous, the evolution of the Aboriginal Business Match.

Over the next few years we expect to see the confluence of Indigenous and mainstream business development into one dynamic global network of Indigenous and non-Indigenous decision makers that create opportunities for business.

## Want to harness the power of Advanced Business Match for your organization or network?

We employ a partnership model that determines complementing goals and if ABM can achieve them. If so, our partner brings their business network to the table. We do the rest from logistics to communications. We do NOT produce ABM events on a fee-for-service basis and no costs are incurred by our partners. Call us and we will explain how it works!

ABM is effective for organizations and networks of virtually all sizes that are local, regional, national or global in scope and is ideal for:

- industry organizations such as associations that want to add a value to their services and products by offering a tool to facilitate bottom line-oriented deal-making;
- project-specific initiatives that need to connect procurement and supply chain opportunities with communities, local businesses and workforces;
- networks that want to create a concrete business case for event attendance by offering a result-oriented business development forum;
- organizations that want to create a network by offering ABM as an effective tool to make concrete connections; or
- any industry, business and network that wants to use ABM technology to connect.

**Questions?** Contact the Raven Events team at 1-604-483-3532 or [info@ravenevents.ca](mailto:info@ravenevents.ca)