



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 connection to new partnerships, business opportunities and 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.

Who We Are And Our Partnership with Navajo Economic Development

We are an Indigenous company and headquartered in the Coast Salish community of Tla'amin in British Columbia, Canada. ABM's first iteration in 2012 was the Aboriginal Business Match. Our initial goal was to connect Canadian First Nations with mainstream business opportunities to support self-determination and economic reconciliation.

Now in six cities across Canada annually, we are going where our network leads us. Our rapid growth has been incubated in a technology-facilitated system that fosters a distinctly relationship-driven process. Our Canadian network has been pushing us to find partners in the US that allow them to create new opportunities.

This demand led us to an expansion of the concept, one that allows us to connect a broader array of people and businesses for focused success. As a result, the Navajo Nation is our most significant and important US partnership and we are thrilled to produce our first event in collaboration with the Nation's economic development team.

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.

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.

Curated Connections

ABM events combine a decade of experience in business development, market intelligence and the engagement of influential economic partners.

This creates a business matching forum like no other, and an event in tune with the opportunities and unique characteristics of your territory and region, for chapters and businesses alike. ABM will provide fertile ground to achieve unprecedented results, including investment attraction, export, 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, Registration

ABM will be held in conjunction with the Annual Navajo Nation Economic Summit. It takes place on Wednesday, April 24, 2019, and offers a schedule with 17 appointments.

(The Navajo Nation Economic Summit takes place before ABM on Monday, April 22 and 23, 2019.)

Delegates can choose from three package options.

Package 1, Navajo Nation Economic Summit ONLY
Monday, April 22 and Tuesday, April 23, 2019
\$188.68

Package 1 is Summit registration only (no business matching) and does not require approval.



Package 2, Navajo Nation Economic Summit and ABM Business Matching

Monday, April 22 to Wednesday, April 24, 2019
\$188.68 plus ABM registration fees below

Package 3, ABM Business Matching ONLY

Wednesday, April 24, 2019
ABM registration fees below

Package 2 and 3 require application and approval.

Applications from Navajo Chapters or Indigenous Canadian communities are guaranteed to be approved.

Application from Navajo-registered, Native American and Indigenous Canadian businesses will be prioritized but space is limited so apply early.

Applications from non-Indigenous companies 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 vet and carefully select companies and not all applicants will be successful.

How to Register for the Summit and Apply for ABM

Visit www.advancedbusinessmatch.com, select ABM at the Navajo Nation Economic Summit or any event you wish to attend, and click “Apply now.” If you register for Package 1, all we require is delegate information. If you apply for Package 2 or 3, your application will form your online business matching profile.

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 any previous ABM Delegate to retrieve and edit your profile.

Registration Fees

			Super Early Bird	Early Bird	Regular
Navajo Chapter, Tribal or Community Decision Makers <i>Booth not required as Decision Makers travel through the ABM exhibit from appointment to appointment. All meals included.</i>	Primary Delegate	<i>One schedule – up to 31 appointments</i>	\$475	\$675	\$1075
	Secondary Delegate	<i>Communities can add the option of a second schedule (up to 34 appointments total) at no charge.</i>	FREE	FREE	FREE
	Additional Delegate		\$375	\$375	\$375
Company Decision Makers <i>Up to 17 appointments.</i> <i>Includes 8’ trade show space with table, 4 chairs, garbage can and internet access. All meals included.</i>	Primary Delegate	<i>Small Business or Organization (up to 50 employees)</i>	\$475	\$675	\$1075
		<i>Medium Business or Organization (51 to 500 employees)</i>	\$975	\$1175	\$1575
		<i>Large Business or Organization (over 500 employees)</i>	\$1475	\$1675	\$2075
	Each Additional Delegate	<i>No additional appointments, no additional booth</i>	\$375	\$375	\$375
Observers <i>All meals included.</i>	Each Delegate	<i>Networking only. No appointments, no booth, no access to the tradeshow floor during appointment sessions.</i>	\$3000	\$3000	\$3000

Super Early Bird until	Early Bird until	Payment Deadline
Feb 15	Feb 22	Mar 22

All fees are subject to 6% Navajo Sales Tax.

- Company registration fees are based on size, measured in number of employees, to keep fees for small businesses, that are not linked to a large corporation, as low as possible and to provide the second delegate registration for Indigenous communities for free.
- Observers do not support the productivity of the show as their objectives are not expressed in a business matching profile and they are not available for the pre-scheduled meetings that make ABM so effective. We therefore encourage companies and communities to fully engage by charging more to be on the sidelines.
- Our fee structure of Super Early Bird, Early Bird and Regular further supports hyper-productivity. We know that ABM’s productivity increases exponentially the more business matching activity occurs early. We therefore provide a financial incentive to register early.

Contact the Raven Events team at 1-866-502-3532 (from the US), 604-483-3532 (from Canada) or info@ravenevents.ca to discuss your business goals and if ABM is the right tool for you to achieve them.