

**ABM Indigenous** connects Indigenous and non-Indigenous decision makers to create opportunities for business.

It is a powerful technology-facilitated business matching forum with events held across Canada.

ABM provides decision makers in charge of business development with a competitive edge in the market. ABM combines customized technology with effective market knowledge to help delegates find and connect with specific opportunities for success.

#### Concrete Results – 2018 Stats

- 1 in 5 delegates completed concrete business deals
- 89% expected to close deals as a result of ABM
- 99% of attendees established new contacts
- 98% planned to attend ABM again
- 97% were satisfied with ABM's value (68% very satisfied, 29% satisfied)
- 98% accomplished what they set out to achieve (78% said yes, 20% said some)

#### A Formula for Success

ABM's sophisticated software is an online tool to efficiently pre-qualify and 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.

#### Much Better than a Conference

Custom-tailored tradeshow programs of pre-scheduled appointments delegates request and accept in advances, keep 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: Alberta, Treaty 7 Territory**  
Calgary, AB, October 21 to 23, 2019

**ABM Indigenous: Lower Mainland, Kwantlen, Katzie and Semiahmoo Territory**  
Langley, BC, November 18 to 20, 2019

**ABM Indigenous: Prairies, Treaty 6 Territory**  
Saskatoon, SK, February 3 to 5, 2020

**ABM Indigenous: Vancouver Island, Lekwungen Territories**  
Victoria, BC, March 16 to 18, 2020

**ABM Indigenous: West, Secwepemc Territory**  
Kamloops, BC, May 11 to 13, 2020

**ABM Indigenous: Ontario North, Summer 2020**

**ABM Indigenous: East, Summer 2020**

**ABM Indigenous: Alberta, October 2020**

**ABM Indigenous: Lower Mainland, November 2020**

#### 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 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

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 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.**

			Super Early Bird	Early Bird	Regular
<b>Indigenous and non-Indigenous Community Decision Makers</b>	<b>Primary Delegate</b>	<i>One schedule – up to 31 appointments</i>	\$950	\$1350	\$1750
	<b>Secondary Delegate</b>	<i>Communities can add the option of a second schedule (up to 62 appointments total) at no charge.</i>	FREE	FREE	FREE
	<b>Additional Delegate</b>		\$750	\$750	\$750
<b>Company Decision Makers</b>  <i>Primary registrations include one schedule – up to 31 appointments.</i>	<b>Primary Delegate</b>	<i>Small Business or Organization (up to 50 employees)</i>	\$950	\$1350	\$1750
		<i>Medium Business or Organization (51 to 500 employees)</i>	\$1950	\$2350	\$2750
		<i>Large Business or Organization (over 500 employees)</i>	\$2950	\$3350	\$3750
	<b>Each Additional Delegate</b>	<i>No additional appointments</i>	\$750	\$750	\$750
<b>Observers</b>	<b>Each Delegate</b>	<i>Networking only. No appointments, no booth, no access to the tradeshow floor during appointment sessions.</i>	\$5000	\$5000	\$5000

<b>Key Dates</b>	<b>Event Date</b>	<b>Super Early Bird until</b>	<b>Early Bird until</b>	<b>Payment Deadline</b>
ABM Indigenous: Alberta	Oct 21 to 23, 202	expired	expired	Sep 21
ABM Indigenous: Lower Mainland	Nov 18 to 20, 2019	expired	Sep 18	Oct 18
ABM Indigenous: Prairies	Feb 3 to 5, 2020	Sep 3	Dec 3	Jan 3
ABM Indigenous: Vancouver Island	Mar 16 to 18, 2020	Oct 16	Jan 16	Feb 16
ABM Indigenous: West	May 11 to 13, 2020	Dec 11	Mar 11	Apr 11

**Meals:** Your registration fee includes the reception on Monday, breakfast and lunch on Tuesday, breakfast and lunch on Wednesday and coffee breaks.

**Booths (Companies):** You do **NOT** purchase exhibitor booths. Your registration fee is for your online profile and appointment schedule only. Booths are merely a requirement to create meeting space, are free and allocated to companies on a first-come-first-serve basis. If you register late, you may not get one. For the purposes of business matching this is inconsequential as you create your trade show schedule before the event and do not need to attract traffic to your booth. Booths are allocated in this way to create an additional incentive, along with Super Early Bird and Early Bird rates, to register and create business matching activity early.

**Booths (Communities):** Booths are NOT required for community decision makers as they travel through the ABM exhibit from appointment to appointment. However, communities that do not require a registration fee discount but pay full rate can choose to have a booth provided they register early enough.

If parties without booth allocation meet, the ABM system assigns flex booths.

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