SUPPLIER IDOL

ARE YOU THE NEXT WINNER?

Supplier Idol is an innovative mentoring approach used to provide candid feedback to MBEs on their presentation skills.

Supplier Idol sessions are designed to assist MBEs with perfecting their business pitch to key decision-makers. MBEs conduct 10-minute presentations to a panel of corporate representatives who provide candid advice, mentoring and feedback on their sales presentation, marketing material, email and phone etiquette.
CONTESTANTS WILL BE JUDGED ON THESE COMMUNICATION ELEMENTS

WRITTEN SKILLS
The supplier writes an e-mail to a potential client.
(Like they have previously never interacted)

VERBAL SKILLS
The supplier records a follow up phone call to the potential client.

PRESENTATION SKILLS
The supplier delivers a presentation face-to-face or through video conference to the potential client.
(Supplier Idol Judges)
HOW SUPPLIER IDOL WORKS

1. The MBE registers at www.hmsdc.org
2. The MBE prepares the presentation
3. The MBE sends the e-mail to HMSDC
4. The MBE records the follow-up phone call and sends it to HMSDC
5. The MBE sends slides for presentation and any other material they would like to share (optional)
6. The MBE presents before the judges
SUPPLIER IDOL WINNER WILL RECEIVE

- Meeting with the HMSDC Board Member of your choice and get introduced to the key stakeholder responsible for your product/service.
- Give a 10 minute presentation highlighting your company at the HMSDC Annual Meeting
- Feature in the Annual Report
SUPPLIER IDOL
ARE YOU THE NEXT WINNER?

Pitch your company to the experts. Win rounds 1 and 2 to get the opportunity to pitch to corporate chief procurement officers and senior executives from HMSDC’s board of directors.

Contact MBEdevelopment@hmsdc.org for more information.

Click Here to Register