



Urban League of Greater New Orleans
CONTRACTORS RESOURCE CENTER

CONTRACTORS' CAPACITY BUILDING SERIES



**TEAMING AGREEMENTS, JOINT VENTURES
 AND STRATEGIC ALLIANCES**
(Considerations, Advantages and Cautions)

Guest Speaker: V. Roy Paul

SWLA Procurement Technical Assistance Center

**Increase Your Company's Access to
 Bigger Profits Through Collaboration**

In this workshop, you will learn the advantages of collaborating and what to avoid in contractor partnership agreements, including:

- Distinguishing between teaming agreements, strategic alliances and joint ventures, and the pros and cons of each.
- What to look for in a partner.
- Negotiation Strategies.
- How to Identify target opportunities.

The Contractors Resource Center (CRC) is the newest addition to The Urban League of Greater New Orleans Women's Business Resource Center. Be among the first contractors to join and attend the contractor-specific trainings at the CRC. The Center includes a business training facility; computer training lab; member-use computers equipped with PlanSwift software; a state-of-the-art plotter; and other diverse resources including personalized business counseling.

For more information or to RSVP, email: wbrc@urbanleaguenorleans.org



**The Urban League of
 Greater New Orleans**
**Women's Business
 Resource Center**

When:

**Friday
 May 8, 2015**

10:00 AM – 12:00 Noon

Where:

**Contractors Resource Center
 Urban League Headquarters**

**4640 S. Carrollton Avenue
 New Orleans, LA 70119**

**FREE Seminar
 Open to All
 Contractors**

RSVP

wbrc@urbanleaguenorleans.org

504.620.2332



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