

BUSINESS RELATIONSHIP ANALYSIS

Genuines Coaching & Consulting !" Simple Crea

4 Relationships Identified

BUSINESS PROFILES

Genuines Coaching & Consulting

Contact: Reden Dionisio

Industry: Technology

Coaching, Speaking, Training

Simple Creations By T

Contact: Tiana Harris

Industry: Professional Services

Custom gifts, apparel and accessories

COLLABORATION 1/4

80% conf

Genuines Coaching & Consulting !" Simple Creations By T

Reasoning:

Genuines Coaching & Consulting specializes in training and coaching for corporate executives, while Simple Creations By T provides custom gifts that could be used as recognition or rewards during these training sessions. This creates a natural synergy where both can enhance their offerings.

Value Proposition:

By collaborating, Genuines can offer customized recognition gifts from Simple Creations, enhancing its training programs and increasing client satisfaction. This could lead to a 20% increase in training program enrollment due to added value.

Collaboration Example:

During a leadership training retreat, Genuines provides each participant with a custom-branded notebook and pen set from Simple Creations. Tiana designs the items to reflect the retreat's theme, and both businesses promote the event as a premium experience. The retreat earns \$10,000 in fees, with \$1,000 allocated to Simple Creations for the custom items, enhancing both brands' visibility.

Synergy Potential:

This pairing is unique because Genuines can leverage the emotional impact of personalized gifts to reinforce their coaching messages, creating a memorable learning experience that standard training alone cannot achieve.

Action Items:

1. Schedule a meeting to discuss potential themes for upcoming training sessions.
2. Develop a prototype of customized gifts that align with Genuines' training topics.
3. Create a joint marketing plan to promote the combined offering to existing clients.

Value: MEDIUM

MUTUAL BENEFIT

REFERRAL 2/4

75% conf

Simple Creations By T! Genuines Coaching & Consulting

Reasoning:

Simple Creations serves individuals and organizations that celebrate milestones, which includes corporate clients who may benefit from Genuines' coaching services. This allows for a mutual referral system without direct competition.

Value Proposition:

Through referrals, Genuines could gain access to new corporate clients while Simple Creations can enhance their service offering by suggesting professional development opportunities, potentially increasing revenue streams for both.

Collaboration Example:

Whenever Simple Creations fulfills a large order for a corporate client, Tiana can include a flyer promoting Genuines' upcoming leadership coaching program. If Genuines gains even one new corporate client from this effort, it could result in a \$5,000 coaching contract, benefiting both businesses.

Synergy Potential:

The unique aspect of this relationship lies in the emotional connection that Simple Creations creates with its gifts, which can seamlessly transition into a conversation about personal and professional development through Genuines' services.

Action Items:

1. Create a referral program outlining benefits for both businesses.
2. Design flyers or promotional materials to accompany Simple Creations' products.
3. Track and analyze referral outcomes to adjust strategies as needed.

Value: MEDIUM

MUTUAL BENEFIT

Genuines Coaching & Consulting !' Simple Creations By T

Reasoning:

Genuines Coaching & Consulting provides coaching and training services that could greatly benefit the clients of Simple Creations By T, especially those looking to enhance their corporate culture. Collaborating on joint offerings could allow both businesses to tap into each other's networks effectively.

Value Proposition:

By bundling coaching sessions with personalized gifts for corporate clients, both businesses can increase their service offerings, leading to a potential revenue increase of 25% through combined packages.

Collaboration Example:

Genuines Coaching & Consulting could create a corporate leadership program that includes personalized gift packs from Simple Creations By T. For example, at the end of a leadership workshop, participants receive custom-branded notebooks and pens as mementos. This could attract new clients to both businesses as they market the program together, with a shared profit from each package sold.

Synergy Potential:

The unique synergy lies in combining personal development with personalized keepsakes, enhancing the emotional impact on clients that both businesses aim to serve, creating a memorable experience that stands out.

Action Items:

1. Schedule a joint meeting to discuss potential package offerings that combine coaching services with custom gifts.
2. Develop a marketing strategy to promote the new joint offerings through social media and email campaigns.
3. Create a pilot program for feedback, targeting local businesses in Jacksonville for initial outreach.

Value: HIGH

MUTUAL BENEFIT

Simple Creations By T !' Genuines Coaching & Consulting

Reasoning:

Simple Creations By T targets individuals and organizations that celebrate milestones, which often includes corporate clients in need of leadership development and training. Referring clients to Genuines Coaching & Consulting could enhance Simple Creations' service portfolio without direct competition.

Value Proposition:

By referring clients who need leadership training, Simple Creations can earn referral commissions on coaching programs, potentially increasing revenue by 15% without additional investment.

Collaboration Example:

Whenever Simple Creations works with a corporation to provide custom gifts for employee recognition, they can include a brochure for Genuines Coaching & Consulting's leadership programs. For instance, a company that orders custom awards for top performers could receive a discount on coaching sessions, generating income for Simple Creations through referral fees.

Synergy Potential:

This pairing is unique as it allows for a seamless integration of gifting and professional development, enhancing client satisfaction and loyalty while providing additional revenue streams for both businesses.

Action Items:

- 1. Establish a referral fee structure and finalize the partnership agreement.
- 2. Create promotional materials that highlight the referral partnership for both businesses.
- 3. Identify upcoming corporate events where Simple Creations can present Genuines' services.

Value: MEDIUM

MUTUAL BENEFIT

