

The P-Way Solutions LLC

• Real Estate

Commercial Janitorial Services

Contact Information

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TARGET MARKET

Business to Business/Business to customers/Small business/Contracts

CURRENT NEEDS

Marketing/contacts

Partnership Opportunities (25)

1 WhitBits Cookies
Professional Services

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

WhitBits Cookies can provide homemade cookies for The P-Way Solutions' janitorial service clients during contract signings or business meetings. This adds a touch of hospitality that enhances the client experience and promotes P-Way's services.

VALUE: By providing cookies at events, WhitBits can tap into the corporate market, potentially increasing sales by 20% during peak event seasons, while P-Way enhances its brand perception and client satisfaction.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves a similar target market of business professionals and could refer WhitBits to their clients for office events and snacks, creating a referral stream that benefits both businesses.

VALUE: For every referral that results in a cookie order, WhitBits could offer a discount or commission to P-Way, incentivizing them to promote WhitBits actively.

[!] PARTNERSHIP SCENARIO

During a major contract signing with a local business, The P-Way Solutions invites WhitBits Cookies to supply a variety of homemade cookies for the meeting. As a result, attendees enjoy sweet treats while discussing the contract, creating a welcoming atmosphere. WhitBits sells \$300 worth of cookies, while P-Way solidifies a long-term relationship with the new client.

[*] UNIQUE SYNERGY

This partnership is unique because it combines the personable touch of homemade cookies with the professional atmosphere of real estate contracts, enhancing client relationships in a way that typical janitorial services do not.

NEXT STEPS:

- 1 Schedule a meeting between Whitney and Pervis to brainstorm specific events where cookies could be served.
- 2 Develop a promotional package that includes cookie offerings for corporate events catered by P-Way.
- 3 Create a co-branded marketing campaign highlighting the partnership to attract new clients for both businesses.

2 JAX AI Agency

Technology

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (partner)

JAX AI Agency could leverage The P-Way Solutions' existing client base in the commercial real estate sector to introduce AI solutions tailored for property management. In turn, The P-Way can enhance its service offerings by incorporating AI-driven janitorial management solutions, increasing operational efficiency.

VALUE: By integrating AI solutions, The P-Way can reduce operational costs by up to 20%, while JAX AI could gain access to a new revenue stream of approximately \$10,000 from initial projects.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions frequently interacts with businesses in various sectors looking to improve operations. They can refer their clients to JAX AI Agency for AI consulting services, creating a mutually beneficial referral system.

VALUE: For every successful referral, JAX AI can offer The P-Way a referral fee, estimated at \$1,000 per new client, which adds to The P-Way's revenue stream without extra effort.

[!] PARTNERSHIP SCENARIO

JAX AI Agency develops an AI-driven scheduling and management tool for The P-Way that optimizes janitorial service routes and staff allocation based on real-time occupancy data from commercial clients. They agree to split the revenue from this project, with an expected fee of \$8,000 over the pilot phase, while both companies get valuable case studies to market their enhanced services.

[*] UNIQUE SYNERGY

The unique synergy lies in combining JAX AI's technological expertise with The P-Way's established presence in the real estate sector, creating an innovative service that simplifies property management through AI.

NEXT STEPS:

- 1 Schedule a joint meeting to discuss specific AI needs for The P-Way's clients.
- 2 Identify two pilot projects in commercial properties where AI solutions can be implemented.
- 3 Develop a marketing plan to promote the new AI-driven services to The P-Way's existing clients.

3 flow

Professional Services

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Flow's coaching services can complement The P-Way Solutions' janitorial services, as both businesses target commercial clients. Businesses that require janitorial services often seek coaching for employee performance and workplace culture, creating a natural referral channel.

VALUE: By referring clients to each other, both businesses can increase their customer bases by 20%, as they serve overlapping market segments looking for comprehensive service solutions.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions can refer its clients to Flow for coaching services, particularly those looking to enhance their employee engagement and efficiency. This is particularly relevant for small businesses that may require both cleaning and coaching services.

VALUE:

Through this referral system, The P-Way Solutions can enhance client relationships and add value, potentially increasing their service package sales by 15%.

[!] PARTNERSHIP SCENARIO

Flow refers its commercial clients who are looking to enhance workplace culture through coaching to The P-Way Solutions for improved employee morale and cleanliness. Conversely, The P-Way Solutions can recommend Flow to their clients who want to improve operational efficiency. For instance, after a successful cleaning, a client might express interest in team development, allowing Flow to step in with a tailored coaching program.

[*] UNIQUE SYNERGY

This partnership uniquely combines employee well-being and workplace environment, addressing both morale and cleanliness, which are essential for productivity in commercial settings.

NEXT STEPS:

- 1 Schedule a meeting to discuss referral processes and how to introduce each other's services.
- 2 Create co-branded marketing materials highlighting the benefits of using both services together.
- 3 Host a joint webinar targeting local businesses on improving workplace productivity through coaching and cleanliness.

4 Jazzi's Creations

Events & Gifts

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Jazzi's Creations can offer DIY craft workshops that can serve as team-building events for The P-Way Solutions, enhancing employee morale and engagement. This partnership would allow both businesses to tap into each other's networks and find new clients.

VALUE: By potentially hosting monthly workshops for The P-Way Solutions' employees, Jazzi could earn an additional \$1,500 in revenue per event while The P-Way Solutions enhances its employee satisfaction, which can reduce turnover costs.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves small businesses that may require promotional gifts or team-building workshops, which aligns with Jazzi's Creations' offerings. This could lead to mutual referrals, driving new customers to both businesses.

VALUE: For every referral The P-Way Solutions sends to Jazzi's Creations, they could negotiate a 10% commission, potentially earning \$300 per month if they provide 3-5 referrals.

[!] PARTNERSHIP SCENARIO

Jazzi's Creations organizes a 'Craft and Clean' team-building event where The P-Way Solutions' employees create personalized cleaning supply caddies. The event lasts three hours and includes crafting, refreshments, and a brief discussion about teamwork. Jazzi charges The P-Way Solutions \$1,500 for the event, which fosters a sense of community and allows employees to bond over their new creations.

[*] UNIQUE SYNERGY

This partnership uniquely combines the creative, engaging workshops of Jazzi's with the operational needs of The P-Way Solutions, creating a memorable experience that enhances workplace culture while generating revenue for both businesses.

NEXT STEPS:

- 1 Schedule a meeting to discuss potential workshop themes and logistics.
- 2 Develop a marketing strategy targeting The P-Way Solutions' client base to promote the workshops.
- 3 Create a feedback loop post-event to assess employee engagement and satisfaction.

<- WHAT THEY PROVIDE (Vendor)

IV Creative can offer content creation services to enhance The P-Way Solutions' marketing efforts. As The P-Way Solutions is looking for marketing support, they would benefit from IV Creative's expertise in crafting compelling content that aligns with their commercial janitorial services.

VALUE: By engaging IV Creative, The P-Way Solutions could increase their brand visibility and attract more clients, potentially boosting revenues by 20% through enhanced marketing efforts.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves a diverse clientele, including small businesses that may require marketing and design services. They could refer these clients to IV Creative, thereby enhancing their service offerings without competing directly.

VALUE: For every client referred to IV Creative, The P-Way could receive a referral fee, creating a new revenue stream while helping their clients find quality marketing services.

[!] PARTNERSHIP SCENARIO

IV Creative could develop a series of professional promotional videos showcasing The P-Way Solutions' janitorial services in action at local businesses. This could include before-and-after footage of cleaned spaces, client testimonials, and engaging graphics. The videos would be shared on social media and the company's website, driving inquiries and establishing The P-Way as a top choice for commercial cleaning.

[*] UNIQUE SYNERGY

This partnership is unique because IV Creative specializes in content tailored for local businesses, and The P-Way Solutions can provide real-world success stories that resonate with the local Jacksonville market, creating powerful marketing collateral.

NEXT STEPS:

- 1 Arrange a meeting to discuss The P-Way's specific marketing needs and how IV Creative can address them.
- 2 Develop a content calendar outlining the types of content to be produced over the next three months.
- 3 Set measurable goals for engagement and leads generated from the marketing materials created.

<- WHAT THEY PROVIDE (Referral)

Tosh's Urban Garden targets health-conscious individuals who often seek clean and healthy environments. The P-Way Solutions' commercial janitorial services can ensure that spaces frequented by these individuals, such as wellness centers and health food stores, are kept clean and safe, creating a referral opportunity.

VALUE: By referring clients to The P-Way Solutions, Tosh's Urban Garden can earn a commission on each contract, potentially generating an additional \$2,000 in revenue per quarter as they tap into their health-focused customer base.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves small businesses and could refer its clients to Tosh's Urban Garden for natural health products, particularly those focused on employee wellness and eco-friendly practices.

VALUE: By referring clients to Tosh's Urban Garden, The P-Way Solutions can enhance its value proposition, allowing its clients to improve employee wellness, while earning referral fees of approximately \$500 per quarter.

[!] PARTNERSHIP SCENARIO

Tosh's Urban Garden can create a referral program where every customer who signs up for a package of herbal products receives a discount voucher for The P-Way Solutions' services. For example, if 50 customers redeem this offer within a month, Tosh could generate around \$1,000 from referrals, while The P-Way Solutions gains new long-term clients.

[*] UNIQUE SYNERGY

This partnership is unique because it connects a health-focused business with a janitorial service, emphasizing cleanliness and safety in wellness environments, which resonates with their shared target market.

NEXT STEPS:

- 1 Develop a referral program that includes discount vouchers for The P-Way Solutions' services with every purchase from Tosh's Urban Garden.
- 2 Set up a meeting between Latachia and Pervis to discuss the specifics of the referral terms and commission structure.
- 3 Create promotional materials highlighting the referral offer to distribute to Tosh's Urban Garden customers.

7 Celebrate & Smile International Steppers

Arts & Creative

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Celebrate & Smile International Steppers and The P-Way Solutions LLC can collaborate to enhance employee engagement and morale at businesses that require janitorial services. By integrating dance workshops into The P-Way's client offerings, both businesses can enhance their value propositions.

VALUE: This partnership could attract new clients for both companies, potentially increasing revenue by 20-30% through combined service packages.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC can refer Celebrate & Smile to their commercial clients looking to enhance employee engagement, as both businesses target similar clientele without competing.

VALUE: Referrals can lead to Celebrate & Smile acquiring new clients, potentially increasing revenue by 15-20% as they tap into The P-Way's established network.

[!] PARTNERSHIP SCENARIO

Celebrate & Smile organizes a monthly 'Wellness Day' for The P-Way's commercial clients, where employees participate in a dance workshop followed by a showcase of clean, vibrant workspaces serviced by The P-Way. For each event attended by 50 employees, Celebrate & Smile earns \$1,000 while The P-Way showcases their cleaning services, leading to potential new contracts. This could happen next week at a local office building, bringing immediate visibility and engagement.

[*] UNIQUE SYNERGY

This pairing is unique because it combines the creative arts with essential business services, demonstrating a holistic approach to employee wellness and satisfaction. Few janitorial companies integrate such creative, morale-boosting programs.

NEXT STEPS:

- 1 Schedule a meeting between Tiffany and Pervis to brainstorm collaboration ideas.
- 2 Create a pilot event plan for the first 'Wellness Day' at one of The P-Way's client locations.
- 3 Develop marketing materials that highlight the benefits of this collaboration for potential clients.

8 Communicate Design & Marketing

Marketing & Design

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Communicate Design & Marketing can provide marketing services to The P-Way Solutions, which currently needs marketing support to reach new clients. By enhancing their online presence and branding, Communicate can help elevate The P-Way's visibility in the competitive janitorial market.

VALUE: By securing a contract worth \$5,000 for a complete rebranding and marketing strategy, Communicate could boost its client roster while The P-Way could see a 20% increase in client inquiries post-implementation.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions interacts with various local businesses that may require marketing services, allowing them to refer Communicate to their clients. This mutual referral can expand Communicate's client base while providing The P-Way

with additional value through enhanced service offerings.

VALUE: By referring Communicate to just five clients in the next quarter, The P-Way can potentially earn \$500 in referral fees while Communicate gains five new clients.

[!] PARTNERSHIP SCENARIO

Communicate could design a new website for The P-Way that includes an SEO-focused blog about commercial cleaning tips. This site upgrade could attract local businesses looking for janitorial services, and with a launch event, they could generate initial interest, leading to a projected \$10,000 increase in contracts within six months.

[*] UNIQUE SYNERGY

The unique synergy lies in Communicate's ability to target and improve The P-Way's specific marketing needs with tailored strategies that resonate with small businesses, a demographic both companies are passionate about.

NEXT STEPS:

- 1 Schedule an initial consultation to discuss The P-Way's marketing needs.
- 2 Develop a proposal for a new website and branding strategy for The P-Way.
- 3 Set a timeline for the website launch and marketing campaign roll-out.

9 Grayland Real Estate

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Grayland and The P-Way Solutions LLC serve overlapping target markets in the commercial real estate sector. Grayland's clients often need janitorial services to maintain their properties, while The P-Way Solutions can benefit from referrals from real estate professionals who need reliable commercial cleaning.

VALUE: Grayland can earn referral commissions on contracts they bring to The P-Way Solutions, potentially generating an additional revenue stream of 10-15% on each janitorial contract referred.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC could offer janitorial services to Grayland's clients, particularly after property appraisals. This relationship allows Grayland to provide a more comprehensive service to its clients by ensuring their properties are well-maintained post-acquisition.

VALUE: Grayland can enhance its service offering by including a reliable janitorial service, increasing client satisfaction and potentially raising their appraisal service fee by 5% due to the added value.

[!] PARTNERSHIP SCENARIO

Grayland could set up a referral program where they introduce The P-Way Solutions to their existing clients who have recently acquired properties. For instance, if Grayland appraises a new office building for a client, they can recommend The P-Way Solutions for cleaning services during the property transition, thus securing a referral fee of \$500 for each contract signed.

[*] UNIQUE SYNERGY

This partnership uniquely leverages Grayland's established relationships with commercial property owners to connect them with The P-Way Solutions, filling a critical service gap while creating a seamless experience for clients.

NEXT STEPS:

- 1 Develop a referral agreement outlining commission rates.
- 2 Create joint marketing materials showcasing both services.
- 3 Schedule a meeting to discuss potential client introductions and target accounts.

<- WHAT THEY PROVIDE (Referral)

Both businesses serve busy professionals and small businesses, but in different capacities. Be Present Detalles specializes in creating memorable events, while The P-Way Solutions provides essential janitorial services for those events. Referring each other could enhance customer satisfaction and retention.

VALUE: By referring clients, Be Present Detalles can earn up to 20% commission on janitorial contracts for events, while The P-Way Solutions gains access to a steady stream of event clients who require cleaning services.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions caters to small businesses and clients seeking commercial janitorial services, which can include venues hosting events. Referring Be Present Detalles to their clients can create additional value for them and new leads for Be Present.

VALUE: The P-Way Solutions can earn a referral fee for sending clients to Be Present Detalles, while Be Present can access a new client base that is already invested in maintaining their business environment.

[!] PARTNERSHIP SCENARIO

When Be Present Detalles organizes a corporate event, they can recommend The P-Way Solutions for post-event cleaning. For instance, after a large gala, Be Present Detalles refers The P-Way Solutions to handle the cleanup, earning a commission while ensuring the business event is spotless, enhancing their reputation.

[*] UNIQUE SYNERGY

This pairing is unique because it combines event management with essential follow-up cleaning services, creating a seamless experience for clients who appreciate the convenience of a one-stop-shop for both event planning and post-event care.

NEXT STEPS:

- 1 Set up a meeting between De'Ana Aguas and Pervis Lowman to discuss referral agreement details.
- 2 Create a joint promotional flyer highlighting the referral partnership for distribution at events.
- 3 Develop a tracking system for referrals to measure the effectiveness and commission payments.

<- WHAT THEY PROVIDE (Referral)

Free Agents Inc specializes in resolving business issues for companies, and The P-Way Solutions offers commercial janitorial services that many of Free Agents' clients may require. By referring clients to each other, both businesses can expand their customer base without directly competing.

VALUE: By exchanging referrals, both businesses can potentially increase their client base by 20% over the next quarter, leading to additional revenue.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions has access to a variety of commercial clients who may be facing operational challenges that Free Agents Inc can help address. Referring clients needing business solutions to Free Agents can enhance their service offerings.

VALUE: The P-Way Solutions can enhance their service portfolio by offering business solutions through Free Agents, potentially increasing their contract renewals by 15%.

[!] PARTNERSHIP SCENARIO

Free Agents Inc could identify a client in need of janitorial services for their office space. They refer this client to The P-Way Solutions, who then provides a proposal for cleaning services. For each successful referral, Free Agents could earn a 10% commission on the first contract value, creating a steady revenue stream while enhancing client satisfaction.

[*] UNIQUE SYNERGY

The unique synergy lies in Free Agents' deep understanding of business needs and The P-Way Solutions' specialized services, allowing them to cater to shared clientele effectively and enhance service offerings.

NEXT STEPS:

- 1 Set up a meeting between James Higbe and Pervis Lowman to discuss referral agreement terms.
- 2 Create a shared referral tracking document to monitor leads and conversions.
- 3 Launch a joint promotional campaign highlighting the benefits of both services to local businesses.

12 Aspirations Behavioral Health Inc.

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Aspirations Behavioral Health Inc. and The P-Way Solutions LLC serve overlapping clientele who may benefit from mental health support and clean, professional environments. As businesses that work with clients who value well-being, they can refer clients to each other without competing.

VALUE: Aspirations could gain access to a steady stream of new referrals for mental health counseling, while The P-Way could see increased business from clients who prioritize a clean workspace, generating more contracts.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC can refer clients to Aspirations Behavioral Health, particularly in commercial settings where mental health resources are increasingly valued by employees. This is particularly relevant for businesses that utilize their janitorial services.

VALUE: The P-Way could enhance its service offering by promoting mental health resources, potentially leading to increased contracts with companies looking to improve employee wellness.

[!] PARTNERSHIP SCENARIO

Aspirations Behavioral Health could recommend The P-Way Solutions to clients looking for professional cleaning services after mental health sessions, especially for those returning to work. The P-Way could provide a discount for referrals, encouraging clients to book services. This could lead to an estimated 10 new clients per month for The P-Way, boosting revenues by \$1,500, while Aspirations enhances its service offerings.

[*] UNIQUE SYNERGY

This partnership uniquely combines mental wellness with environmental wellness, addressing the holistic needs of clients. The collaboration focuses on both mental health and physical surroundings, which is a less common pairing in the Jacksonville market.

NEXT STEPS:

- 1 Schedule a meeting between Kristian Wilson and Pervis Lowman to discuss referral agreements.
- 2 Develop a marketing flyer highlighting the benefits of both services for shared clients.
- 3 Create a joint social media campaign promoting the importance of clean workspaces for mental health and well-being.

13 Relax Relate & Release

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

While Relax Relate & Release specializes in serving veterans, they could refer their clients to The P-Way Solutions for commercial janitorial needs, particularly if those clients are also small business owners in the community.

VALUE: This referral arrangement could provide The P-Way with access to a new customer base, potentially leading to contracts with veteran-owned businesses, which are increasingly prevalent in Jacksonville. This could equate to an additional \$500-\$1,500 monthly in new business.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC could provide janitorial services for Relax Relate & Release, ensuring a clean and soothing

environment for clients. Providing these services would enhance the experience for Relax's customers, which is critical in the health and wellness industry.

VALUE: By securing a contract with Relax, The P-Way Solutions could generate an additional \$1,000 a month in revenue while ensuring their services reach a niche market focused on wellness, which could lead to referrals from other health practitioners.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions steps in to handle the nightly cleaning after Relax's therapy sessions, ensuring all rooms are sanitized and ready for the next day. This partnership not only secures a monthly retainer of \$1,000 for The P-Way but also allows Relax to market itself as a premium wellness center with a pristine environment, potentially increasing client retention and referrals.

[*] UNIQUE SYNERGY

The unique pairing lies in the emphasis on creating a calming, clean space that enhances the therapeutic experience, setting Relax apart from competitors who may overlook the importance of cleanliness in client satisfaction.

NEXT STEPS:

- 1 Schedule a meeting between Pervis Lowman and Hazel Lee to discuss service needs and pricing.
- 2 Conduct an assessment of Relax's facility to determine specific cleaning requirements and frequency.
- 3 Draft a service agreement outlining the scope of work and pricing for janitorial services.

14 Genuines Coaching & Consulting

Technology

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Genuines Coaching & Consulting specializes in coaching executives and small business owners who may require reliable janitorial services to maintain their office environments. By referring clients to The P-Way Solutions, Genuines can enhance their service offerings without direct competition.

VALUE: Genuines can offer their clients improved workspace conditions through P-Way's services, potentially increasing client satisfaction and retention rates. P-Way could see an increase in business contracts from Genuines' referrals, targeting a revenue boost of 15%.

-> WHAT YOU PROVIDE (Referral)

Both businesses target similar customer segments, including small business owners and executives. The P-Way Solutions can refer Genuines Coaching & Consulting to its clients who need leadership training, while Genuines can recommend P-Way's cleaning services to businesses looking to maintain a professional environment.

VALUE: The P-Way Solutions can tap into Genuines' network for new contracts, potentially increasing revenue by 20%. Genuines gains access to a steady stream of referrals from P-Way's client base.

[!] PARTNERSHIP SCENARIO

During a networking event, The P-Way Solutions introduces Genuines Coaching & Consulting to a local small business that is struggling with employee engagement. After a series of coaching sessions, the business reports improved morale and productivity, leading to a contract for P-Way to maintain their office cleanliness, generating \$10,000 in revenue for P-Way and further establishing Genuines' reputation.

[*] UNIQUE SYNERGY

The unique synergy arises from their complementary services; while P-Way focuses on creating a clean workspace, Genuines enhances the leadership and coaching skills of those within that space, creating a holistic approach to business improvement.

NEXT STEPS:

- 1 Schedule a joint meeting to discuss referral opportunities and establish a formal referral agreement.
- 2 Create joint marketing materials highlighting how both services can benefit small businesses.
- 3 Attend local business networking events together to leverage each other's contacts.

<- WHAT THEY PROVIDE (Referral)

Soulfitness Studio serves clients focused on health and wellness, including small businesses that may need janitorial services. By referring clients to The P-Way Solutions, Soulfitness can create a referral network that benefits both parties.

VALUE: Soulfitness could earn referral fees or discounts on their cleaning services by directing clients in need of janitorial services to The P-Way Solutions, enhancing their own service offerings.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC offers commercial janitorial services, which are essential for maintaining a clean and healthy environment in health and wellness centers like Soulfitness Studio. By contracting The P-Way Solutions for their cleaning needs, Soulfitness can ensure a hygienic space that promotes health and wellness.

VALUE: By hiring The P-Way Solutions, Soulfitness can save on in-house cleaning costs and ensure a pristine environment, potentially increasing client retention by improving the overall experience.

[!] PARTNERSHIP SCENARIO

Soulfitness Studio hires The P-Way Solutions to provide weekly cleaning services. For example, after a busy weekend of fitness classes, The P-Way Solutions comes in on Monday mornings to clean and sanitize all workout areas and equipment, ensuring that customers return to a spotless environment. This contract could be \$1,200 per month, providing The P-Way Solutions with steady revenue while enhancing the client experience at Soulfitness.

[*] UNIQUE SYNERGY

Both businesses focus on health and wellness, creating a unique partnership where cleanliness directly enhances the wellness experience for Soulfitness clients, making this relationship more impactful than a typical vendor-client dynamic.

NEXT STEPS:

- 1 Set up an introductory meeting between Pervis Lowman and Janice Curry to discuss cleaning needs and service offerings.
- 2 Draft a service contract outlining specific janitorial duties tailored for Soulfitness Studio's requirements.
- 3 Schedule a trial cleaning session to demonstrate the quality of services provided by The P-Way Solutions.

<- WHAT THEY PROVIDE (Referral)

Both businesses serve overlapping markets, particularly small businesses and organizations that require personalized services. Simple Creations By T can refer its clients to The P-Way Solutions for janitorial services, especially those setting up new offices or looking to maintain their spaces.

VALUE: By providing referrals to The P-Way Solutions, Simple Creations could earn a referral fee on each new client they bring, potentially increasing their revenue by 10%.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC provides commercial janitorial services which could support Simple Creations By T's operations. As a business that creates custom gifts, maintaining a clean workspace is essential for both production quality and customer experience.

VALUE: The P-Way Solutions can offer its janitorial services at a competitive rate, potentially saving Simple Creations up to 20% on their current cleaning costs while ensuring a pristine environment for crafting gifts.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions could set up a weekly cleaning service for Simple Creations, ensuring their workspace is always ready for client visits and workshops. For instance, after a busy holiday season, P-Way would clean the entire facility, allowing Tiana to focus on fulfilling orders without worrying about maintaining cleanliness. This service could be contracted at \$300/month,

benefiting both parties.

[*] UNIQUE SYNERGY

The unique synergy lies in the intersection of cleanliness and creativity; Simple Creations needs a clean environment to thrive, while The P-Way Solutions can enhance their service portfolio by catering to creative businesses.

NEXT STEPS:

- 1 Schedule an introductory meeting between Pervis and Tiana to discuss cleaning needs.
- 2 Develop a tailored cleaning proposal outlining service options and pricing.
- 3 Finalize a service contract and establish a cleaning schedule.

17 Genuines Coaching & Consulting

Technology

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Genuines Coaching & Consulting targets business owners and corporate executives, who are likely to require janitorial services for their offices. Conversely, The P-Way Solutions LLC serves a broad market that includes small businesses and commercial clients who might benefit from coaching and training services.

VALUE: Introducing Genuines Coaching's clients to The P-Way Solutions could generate \$10,000 in annual referral fees for Genuines while enhancing service offerings for The P-Way.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC serves businesses that can benefit from leadership coaching and training, making Genuines Coaching a valuable referral for their clients looking to improve staff performance and operations.

VALUE: Each successful referral from The P-Way to Genuines could result in a 10% commission on services sold, potentially generating \$5,000 in new business for Genuines within the year.

[!] PARTNERSHIP SCENARIO

Genuines Coaching could refer its corporate clients to The P-Way Solutions for their office cleaning needs, while The P-Way could promote Genuines' coaching services during client onboarding. For example, a corporate exec from a referred client might sign up for a \$5,000 coaching package after hearing about it from The P-Way's team during a service visit.

[*] UNIQUE SYNERGY

The unique synergy lies in their ability to serve complementary needs of the same target market, allowing for a seamless referral system that enhances client satisfaction and retention for both businesses.

NEXT STEPS:

- 1 Set up a meeting between Reden Dionisio and Pervis Lowman to discuss referral terms and processes.
- 2 Create a co-branded brochure highlighting each other's services for distribution to respective clients.
- 3 Develop a quarterly check-in schedule to evaluate referral success and adjust strategies as needed.

18 Enriquez Aesthetics

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Enriquez Aesthetics targets individuals with skin conditions who may also require commercial janitorial services for their homes or businesses. The P-Way Solutions could refer clients with skin issues requiring treatments to Enriquez Aesthetics, while also gaining new business from the clientele visiting the aesthetics clinic.

VALUE: Increased customer referrals can generate an estimated additional \$10,000 in revenue for each business annually.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions could provide cleaning services to Enriquez Aesthetics to maintain a pristine environment for their luxury facial experiences, enhancing customer satisfaction and brand image.

VALUE:

Regular cleaning services can help maintain a hygienic space, potentially increasing client retention by 20% and improving overall service quality.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions includes brochures for Enriquez Aesthetics in their service packages for local businesses. When a client books a cleaning service, they receive a special offer for a luxury facial experience. This way, Enriquez Aesthetics gains new clients, while The P-Way Solutions enhances its service value.

[*] UNIQUE SYNERGY

Both businesses target health-conscious clients, making their referral partnership unique as they can create a wellness-focused brand image together that resonates with their shared audience.

NEXT STEPS:

- 1 Develop a brochure for Enriquez Aesthetics to include in P-Way's cleaning service packages.
- 2 Establish a referral incentive program where each business earns a commission for successful client referrals.
- 3 Schedule a joint promotional event to introduce both businesses to each other's audiences.

19 We buy any house

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses serve clients in the real estate sector, but in different capacities. We Buy Any House focuses on distressed property sellers, while The P-Way Solutions offers janitorial services to businesses, including those operating in commercial real estate. Referring clients to each other can enhance their service offerings without competition.

VALUE: By referring clients, both businesses can increase their customer base-We Buy Any House can provide leads for properties needing janitorial services, while The P-Way Solutions can recommend We Buy Any House for clients looking to sell quickly.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions' janitorial services can be beneficial for We Buy Any House, especially when preparing properties for resale. This creates a vendor relationship where The P-Way can provide essential services to maintain or enhance property value.

VALUE: By utilizing The P-Way Solutions' services, We Buy Any House can improve the condition of properties before selling, potentially increasing sale prices and reducing time on the market.

[!] PARTNERSHIP SCENARIO

Chris Moore can inform clients who sell their homes about The P-Way Solutions for cleaning services needed after they move out. For instance, a family selling their house quickly may need cleaning before the new owners move in. Chris could provide a coupon or referral card to The P-Way, leading to a \$1,500 cleaning contract for Pervis lowman.

[*] UNIQUE SYNERGY

The unique synergy lies in their complementary services within the same market; We Buy Any House can offer a seamless transition for distressed sellers into services that prepare homes for new buyers, enhancing the overall client experience.

NEXT STEPS:

- 1 Set up a referral program with mutual benefits outlined for each business.
- 2 Create branded referral cards or coupons for clients to use for each other's services.
- 3 Schedule a joint promotional event to showcase both services and attract potential clients.

<- WHAT THEY PROVIDE (Referral)

Jamz Trainings targets middle-age recreational athletes who may also be business owners or decision-makers within their HOA communities, while The P-Way Solutions serves small businesses that require janitorial services. By referring clients to one another, both businesses can tap into a shared customer base without competing directly.

VALUE: By referring clients, Jamz Trainings could potentially earn a commission on referrals, while The P-Way Solutions gains new contracts from a broader audience, increasing their customer base by 20%.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC has a clientele made up of small businesses and commercial spaces that may benefit from personal training services for their employees, contributing to a healthier workplace environment. Referring clients to Jamz Trainings can enhance their service offerings.

VALUE: The P-Way Solutions could offer a health and wellness package that includes referrals to Jamz Trainings, leading to increased employee satisfaction and productivity while potentially earning a referral fee.

[!] PARTNERSHIP SCENARIO

Jamz Trainings can set up a referral program where each client that hires The P-Way Solutions after a recommendation receives a discount on their next training session. Conversely, The P-Way Solutions can offer a free month of janitorial services to clients who sign up for a package at Jamz Trainings, thus creating a win-win scenario that fosters client loyalty and retention.

[*] UNIQUE SYNERGY

Both businesses cater to the same demographic, with health-conscious individuals who also value clean and professional environments for their homes or businesses, creating a unique cross-promotion opportunity.

NEXT STEPS:

- 1 Establish a referral discount structure for clients that use both services.
- 2 Create joint marketing materials highlighting the benefits of both services.
- 3 Host a community event where both businesses can showcase their offerings to potential clients.

<- WHAT THEY PROVIDE (Collaboration)

MyahnArt's creative services could enhance The P-Way Solutions' client properties through unique murals or custom art installations. This collaboration could attract more clients to both businesses, as enhanced aesthetics can be a selling point for real estate.

VALUE: By collaborating, both businesses can increase their market reach, potentially leading to a 20% increase in new client contracts, as aesthetically pleasing environments are known to attract more customers.

-> WHAT YOU PROVIDE (Referral)

As The P-Way Solutions interacts with various businesses for janitorial services, they can refer MyahnArt for clients looking to enhance their business environment with art. This referral can provide MyahnArt access to a broader client base.

VALUE: The P-Way Solutions can earn a referral fee, while MyahnArt taps into The P-Way's existing client relationships, potentially leading to new contracts worth thousands.

[!] PARTNERSHIP SCENARIO

MyahnArt could create a series of large murals for The P-Way Solutions' commercial clients, showcasing before-and-after transformations on social media. For instance, they could revamp a local office building's lobby with a vibrant mural that tells a story about the business. This project could draw attention from nearby businesses looking for janitorial services, leading to a potential \$10,000 increase in contracts for The P-Way Solutions.

[*] UNIQUE SYNERGY

This partnership uniquely combines art with property management, making spaces not only clean but also visually appealing. This dual approach to property enhancement sets them apart from typical service pairings.

NEXT STEPS:

- 1 Schedule a meeting to brainstorm specific mural ideas tailored for The P-Way Solutions' upcoming projects.
- 2 Develop a joint marketing strategy that highlights the benefits of beautifying commercial spaces.
- 3 Create a portfolio piece showcasing the project and promoting both businesses on social media.

22 Organize Design Create

Marketing & Design

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Organize Design Create can provide marketing services to The P-Way Solutions, helping them address their current need for marketing and contacts. This vendor relationship can enhance The P-Way's visibility in their target market.

VALUE: By implementing targeted marketing campaigns, The P-Way could see a 20% increase in new client inquiries, translating to an estimated \$2,000 in monthly revenue.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions specializes in commercial janitorial services, which can be a necessary aspect of maintaining a professional environment for Organize Design Create's clients. Since both businesses target small businesses and entrepreneurs, they can refer clients to one another without competing.

VALUE: Increased client base for both businesses, potentially generating \$1,000+ in additional monthly revenue through referrals.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions could refer Organize Design Create to its commercial clients requiring marketing services. For example, when a local startup hires The P-Way for cleaning, they can also suggest Organize Design Create for their marketing needs, leading to a package deal where both services are utilized, thus enhancing the startup's operational efficiency.

[*] UNIQUE SYNERGY

The unique synergy arises from their complementary service offerings; while one ensures a clean workspace, the other enhances the business's visibility and brand, creating a holistic support system for small businesses.

NEXT STEPS:

- 1 Set up a referral agreement outlining commissions for each client referred.
- 2 Create co-branded marketing materials highlighting both services for potential clients.
- 3 Schedule a monthly networking lunch to discuss client needs and referral opportunities.

23 JPO Logistics LLC

Logistics

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

JPO Logistics LLC provides general freight services that could be beneficial for The P-Way Solutions LLC, especially for transporting cleaning supplies and equipment to job sites. Conversely, The P-Way Solutions could offer cleaning services for JPO's logistics facilities, ensuring a clean and professional environment for staff and clients.

VALUE: By partnering, JPO could increase its service offerings and improve operational efficiency, while The P-Way Solutions could secure a steady stream of logistics contracts for transporting cleaning supplies, potentially increasing revenue by 15%.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC could provide janitorial services to JPO Logistics' facilities, ensuring cleanliness and hygiene for their operations, which is crucial in the logistics industry. This relationship could help JPO maintain a professional appearance and enhance employee satisfaction.

VALUE:

By engaging The P-Way Solutions for regular cleaning services, JPO could improve workplace safety and employee morale, potentially reducing turnover by up to 10% and increasing productivity.

[!] PARTNERSHIP SCENARIO

JPO Logistics provides a scheduled delivery of cleaning supplies to The P-Way Solutions' commercial sites every week. For example, next week, they transport a bulk order of eco-friendly cleaning products to a new local client. In return, The P-Way Solutions offers discounted cleaning services for JPO's warehouses, enhancing operational cleanliness and professionalism.

[*] UNIQUE SYNERGY

Both businesses operate in sectors that require timely services and high reliability. Their combined expertise can significantly enhance operational efficiencies for both companies, creating a seamless service delivery chain that clients would appreciate.

NEXT STEPS:

- 1 Arrange an introductory meeting to discuss service needs and potential logistics solutions.
- 2 Draft a service agreement outlining the reciprocal services offered by each business.
- 3 Create a promotional package showcasing the partnership to attract new clients.

24 Bluebird Health Partners

Technology

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses serve the healthcare sector and small businesses, which means they can refer clients to each other without competing directly. Bluebird Health Partners can refer healthcare startups in need of janitorial services to The P-Way Solutions, while The P-Way can recommend Bluebird's consulting services to their clients in the healthcare industry.

VALUE: Increased client referrals could lead to a potential revenue increase of 15-20% for both businesses as they tap into each other's client bases.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions could provide janitorial services to Bluebird Health Partners' office or any healthcare clients they consult. This presents an opportunity for Bluebird to ensure their clients maintain a clean and professional environment, which is crucial in healthcare settings.

VALUE: By engaging The P-Way, Bluebird can enhance client satisfaction, leading to potential upsell opportunities and longer contract terms for consulting services.

[!] PARTNERSHIP SCENARIO

When Bluebird Health Partners consults with a healthcare startup that needs operational support, they could refer The P-Way Solutions for a janitorial service contract. In return, The P-Way Solutions could introduce their healthcare clients needing strategic consulting to Bluebird, creating a seamless referral loop that enhances both portfolios.

[*] UNIQUE SYNERGY

This partnership uniquely leverages their positions in overlapping markets, creating a robust referral network that enhances client satisfaction and service offerings without direct competition.

NEXT STEPS:

- 1 Set up a meeting to discuss referral opportunities and exchange client needs.
- 2 Create a joint marketing flyer that outlines the benefits of both services for healthcare startups.
- 3 Establish a referral tracking system to monitor the success of client referrals between the two businesses.

<- WHAT THEY PROVIDE (Referral)

Both businesses target small businesses, which positions them to refer clients to one another without any direct competition. The Collective Om can refer its small business clients who require janitorial services to The P-Way Solutions, while The P-Way Solutions can refer its clients looking for holistic health services.

VALUE: This relationship could lead to an increase in client referrals, potentially generating \$10,000 annually for each business through new client acquisitions.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions primarily targets small businesses that could benefit from holistic health services provided by The Collective Om. This makes them a suitable referral source for The Collective Om's target market.

VALUE: The P-Way Solutions can enhance its client offerings by recommending health and wellness programs, potentially leading to an additional \$5,000 in service referrals annually for The Collective Om.

[!] PARTNERSHIP SCENARIO

The Collective Om can create a curated resource list for its clients that includes The P-Way Solutions as a preferred vendor for janitorial services. In return, The P-Way Solutions can include The Collective Om in their welcome packet for new clients, highlighting holistic health services as a way to enhance employee well-being.

[*] UNIQUE SYNERGY

The Collective Om's focus on holistic health complements The P-Way Solutions' commercial services by promoting a healthy work environment, appealing to businesses looking to improve employee wellness.

NEXT STEPS:

- 1 Set up a meeting between Ashlyn and Pervis to discuss referral terms.
- 2 Create a co-branded flyer that outlines services and benefits for both companies.
- 3 Launch a referral program with incentives for both businesses upon successful client conversion.