

BUSINESS RELATIONSHIP ANALYSIS

Big Rig Compliance Pros!" Free Agents Inc

2 Relationships Identified

BUSINESS PROFILES

Big Rig Compliance Pros

Contact: Sherika Carter

Industry: Professional Services

Big Rig Compliance Pros helps truck drivers and trucking companies stay compliant with State and Federal regulations by handling filings, renewals, permits and other back office paperwork so they can focus on driving.

Free Agents Inc

Contact: James Higbe

Industry: Professional Services

Key people to solve you business issue

REFERRAL 1/2

75% conf

Free Agents Inc!" Big Rig Compliance Pros

Reasoning:

Free Agents Inc specializes in providing solutions for business issues, making them well-positioned to refer clients needing compliance services to Big Rig Compliance Pros. Both companies target similar clientele, specifically small to medium-sized businesses.

Value Proposition:

By referring clients, Free Agents Inc could earn a 10% referral fee on each new client sent to Big Rig Compliance Pros, while Big Rig Compliance Pros expands its client base.

Collaboration Example:

Free Agents Inc identifies a client struggling with regulatory compliance in their trucking operations and refers them to Big Rig Compliance Pros. In return, Big Rig Compliance Pros provides Free Agents Inc with a referral fee for each new contract signed, enhancing both companies' revenue streams.

Synergy Potential:

This pairing is unique because Free Agents Inc can leverage its existing network of business clients to funnel new customers directly to Big Rig Compliance Pros, creating a streamlined referral process that benefits both parties.

Action Items:

1. Set up an introductory meeting between James Higbe and Sherika Carter to discuss referral specifics.
2. Establish a referral agreement outlining commission rates and client tracking processes.
3. Create joint marketing materials highlighting the benefits of compliance services for small to medium-sized businesses.

Value: MEDIUM

MUTUAL BENEFIT

REFERRAL 2/2

65% conf

Big Rig Compliance Pros !' Free Agents Inc

Reasoning:

Big Rig Compliance Pros can refer their clients who face broader business issues to Free Agents Inc, thus providing additional value to their clients while fostering a beneficial relationship.

Value Proposition:

By referring clients to Free Agents Inc, Big Rig Compliance Pros can enhance customer satisfaction and potentially earn a referral fee for each client that engages Free Agents Inc's services.

Collaboration Example:

When Big Rig Compliance Pros helps a trucking company with compliance but notices they have operational inefficiencies, they refer the company to Free Agents Inc. This referral leads to a \$2,000 consulting project, with Big Rig Compliance receiving a \$200 referral fee.

Synergy Potential:

This relationship stands out as it allows Big Rig Compliance Pros to offer a more comprehensive service package to its clients, enhancing its reputation as a one-stop solution for trucking industry professionals.

Action Items:

1. Schedule a meeting to establish a referral agreement between Sherika Carter and James Higbe.
2. Develop a clear communication process for referring clients between the two businesses.
3. Create a joint promotional campaign that emphasizes the benefits of compliance and operational efficiency.

Value: MEDIUM

MUTUAL BENEFIT