

JAX Bridges

Business Relationship Analysis

December 14, 2025

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 (30)

1 Celebrate & Smile International Steppers

Arts & Creative

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Celebrate & Smile International Steppers can enhance employee engagement through dance workshops, while The P-Way Solutions can offer clean and inviting environments for these events. This collaboration allows both businesses to leverage their strengths to provide a comprehensive package to corporate clients.

VALUE: By collaborating on employee enhancement events, they can attract more corporate contracts, increasing revenue by 20% for both businesses through combined offerings.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions can refer clients seeking employee morale enhancement to Celebrate & Smile. As both businesses target similar corporate clients, mutual referrals can drive new business opportunities.

VALUE: Each successful referral can generate \$500 in workshop fees for Celebrate & Smile, while The P-Way enhances its value proposition to clients, potentially increasing client retention rates by 15%.

[!] PARTNERSHIP SCENARIO

Celebrate & Smile organizes a series of weekly dance workshops for The P-Way Solutions' employees at their office, creating a fun and engaging atmosphere. Each session attracts 15-20 employees, generating \$1,500 in revenue for Celebrate & Smile over the month while The P-Way earns a well-engaged, healthier team that boosts productivity and reduces turnover.

[*] UNIQUE SYNERGY

The unique synergy lies in combining the creative arts with workplace improvement, which can make The P-Way's work

environment more appealing, while Celebrate & Smile gains a steady stream of corporate clients focused on employee satisfaction.

NEXT STEPS:

- 1 Schedule a meeting to discuss the collaboration framework and logistics.
- 2 Create a joint marketing plan targeting local businesses for the dance workshops.
- 3 Set up a trial workshop to demonstrate value to The P-Way's clients.

2 Grayland

Real Estate

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Grayland and The P-Way Solutions LLC target common clientele in the commercial sector, including property owners and small businesses that require both appraisal and janitorial services. They can refer clients to each other, creating a mutually beneficial referral network.

VALUE: Increased client referrals can lead to a potential 20% increase in revenue for both businesses, as they can tap into each other's client base.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC can refer clients needing property evaluations to Grayland, especially those who require appraisals for financing or legal purposes. This referral relationship can help both businesses grow their client bases.

VALUE: By referring clients for appraisal services, The P-Way could enhance its service offerings and potentially earn a referral fee, while Grayland gains access to new clients, increasing its revenue by approximately 15%.

[!] PARTNERSHIP SCENARIO

Grayland could refer its commercial property clients to The P-Way Solutions for their janitorial needs during property transitions. For example, when a property is sold, Grayland can recommend The P-Way to ensure the property is clean and presentable for the new owners, potentially leading to several contracts worth \$1,000 each.

[*] UNIQUE SYNERGY

Both businesses are in the real estate sector, which creates a unique synergy as they can streamline services for clients who need both appraisals and property maintenance, positioning themselves as a one-stop solution.

NEXT STEPS:

- 1 Create a referral agreement outlining the terms and benefits for both parties.
- 2 Develop marketing materials that highlight the partnership and the services offered.
- 3 Schedule a joint networking event to introduce both businesses to each other's clientele.

3 Connections to the Nations Llc

Professional Services

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Connections to the Nations LLC can refer local businesses that require janitorial services to The P-Way Solutions, establishing valuable connections to potential clients in need of cleaning services.

VALUE: Referrals could lead to new contracts for The P-Way Solutions, generating additional revenue, while Connections to the Nations can enhance its service offerings by providing additional value to its clients.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC could provide janitorial services for Connections to the Nations LLC's community fairs and cultural events, ensuring a clean and inviting atmosphere for attendees. This relationship is beneficial as it aligns with B's need for professional services at large gatherings.

VALUE: The P-Way Solutions could secure contracts worth several thousand dollars for janitorial services, while Connections

to the Nations would enhance event quality and attendee satisfaction through cleanliness.

[!] PARTNERSHIP SCENARIO

For the upcoming Community Fair organized by Connections to the Nations, The P-Way Solutions could be contracted to provide janitorial services before, during, and after the event. This could include setup cleaning, maintaining cleanliness during the event, and post-event cleanup, generating a revenue of approximately \$3,000 for The P-Way Solutions.

[*] UNIQUE SYNERGY

The unique synergy lies in the combination of community engagement and cleanliness, which enhances the overall experience for attendees, making the events more appealing and successful.

NEXT STEPS:

- 1 Schedule a meeting between Pervis Lowman and Arlene Ortiz to discuss service needs for upcoming events.
- 2 Draft a service agreement outlining specific services and pricing for janitorial services at events.
- 3 Promote the collaboration on social media to highlight the commitment to community engagement and cleanliness.

4 JAX AI Agency

Technology

80%

-> One-way

<- WHAT THEY PROVIDE (Referral)

JAX AI Agency targets small and mid-sized businesses, which aligns with The P-Way Solutions' clientele. They can refer clients to each other, enhancing service offerings without competing.

VALUE: Increased customer referrals can lead to a potential 20% increase in revenue for both businesses through cross-promotion.

[!] PARTNERSHIP SCENARIO

JAX AI Agency can refer The P-Way Solutions to its clients in the real estate sector who require janitorial services after property viewings. For instance, after a client modernizes their operations with AI, they can be introduced to The P-Way Solutions for ongoing cleaning contracts, potentially generating \$10,000 in new contracts over the next year.

[*] UNIQUE SYNERGY

Both businesses are focused on enhancing the operational efficiency of local companies, making their referral relationship particularly powerful in a niche market.

NEXT STEPS:

- 1 Set up a referral agreement outlining client referral processes.
- 2 Create a joint marketing flyer showcasing the benefits of AI and janitorial services for local businesses.
- 3 Host a networking event where both businesses can meet potential clients and discuss their offerings.

5 Jazzi's Creations

Events & Gifts

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Jazzi's Creations can leverage The P-Way Solutions' janitorial services to create a clean and welcoming environment for their craft workshops and events. This collaboration enhances the overall workshop experience, making it more appealing to clients.

VALUE: By collaborating, Jazzi's Creations could increase workshop attendance by 20%, potentially generating an additional \$1,000 in revenue per month through improved customer satisfaction and referrals.

> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves small businesses that may need promotional swag and gifts for their own branding purposes, creating an opportunity for cross-referrals.

VALUE: This referral relationship could lead to at least 5 new clients for Jazzi's Creations per month, translating to an

estimated \$2,500 in additional revenue from gift orders.

[!] PARTNERSHIP SCENARIO

Jazzi's Creations could host a monthly 'Craft & Clean' event where participants create personalized gifts while learning about the benefits of a clean workspace. The P-Way Solutions provides cleaning supplies and offers a free on-site consultation for attendees, helping Jazzi to connect with at least 15 new potential clients, while The P-Way gains exposure to local businesses that may need ongoing janitorial services.

[*] UNIQUE SYNERGY

This pairing uniquely combines creativity with cleanliness, tapping into the growing trend of experiential workshops while ensuring that the environment remains sanitary and inviting for participants. The collaboration highlights how a clean space can enhance creativity.

NEXT STEPS:

- 1 Plan and schedule the first 'Craft & Clean' event for next month.
- 2 Create joint marketing materials highlighting the benefits of cleanliness in creative spaces.
- 3 Establish a referral discount program for attendees who book janitorial services through The P-Way Solutions.

6 Genuines Coaching & Consulting

Technology

80%

-> One-way

<- WHAT THEY PROVIDE (Referral)

Genuines Coaching & Consulting focuses on coaching and consulting for business owners and executives, while The P-Way Solutions targets both businesses and consumers for janitorial services. Since they cater to business owners, a referral relationship could be mutually beneficial as they can recommend each other's services to their respective clients.

VALUE: By referring clients, both businesses can expect increased client acquisition, potentially leading to an additional \$10,000 in revenue annually through cross-referrals.

[!] PARTNERSHIP SCENARIO

Genuines Coaching could refer its clients who need commercial janitorial services to The P-Way Solutions. For example, if a corporate client is expanding and needs office cleaning, Genuines can recommend The P-Way, and in return, The P-Way can direct its customers needing business coaching or training to Genuines, creating a referral loop.

[*] UNIQUE SYNERGY

This pairing is unique as Genuines Coaching's high-level business clientele could open doors for The P-Way Solutions to gain larger contracts in commercial cleaning, while The P-Way's broad service offerings can enhance Genuines' value proposition to their corporate clients.

NEXT STEPS:

- 1 Set up an introductory meeting between Reden Dionisio and Pervis Lowman to discuss referral details.
- 2 Create a referral agreement outlining the terms, including commission rates for successful referrals.
- 3 Develop joint marketing materials that highlight both businesses' services for cross-promotion.

7 Communikate Design & Marketing

Marketing & Design

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Communikate Design & Marketing can provide marketing and branding services to enhance The P-Way Solutions' visibility and brand presence in the real estate sector. This partnership aligns well because The P-Way Solutions is in need of marketing support to attract more clients.

VALUE: By engaging Communikate for a targeted marketing campaign, The P-Way Solutions could increase its client inquiries by 30%, translating to potential revenue growth of \$15,000 based on their current contract values.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions targets businesses that could benefit from improved marketing services, allowing them to refer their clients to Communikate Design & Marketing without any competitive overlap. This can create a steady stream of referrals for both businesses.

VALUE: By referring clients to Communikate, The P-Way could earn a referral fee or commission, potentially increasing their revenue by 10% as they offer complementary services.

[!] PARTNERSHIP SCENARIO

Communikate could design a comprehensive marketing strategy for The P-Way Solutions, including a new website and social media campaign targeting local businesses. They could launch a joint promotional event showcasing their services, where Communikate handles branding and design, while The P-Way provides live demonstrations of their janitorial services. This could generate new business leads for both parties.

[*] UNIQUE SYNERGY

This pairing is unique as it combines the creative marketing expertise of Communikate with the operational service offering of The P-Way, allowing for a tailored approach that addresses both visibility and service delivery in a competitive market.

NEXT STEPS:

- 1 Schedule an initial consultation between Kate Reeve and Pervis Lowman to discuss The P-Way's branding needs.
- 2 Develop a proposal for a marketing campaign that includes a revamped website and social media content.
- 3 Plan a joint promotional event to showcase both businesses and attract potential clients.

8

Jamz Trainings

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Jamz Trainings targets middle-age recreational athletes who may also be small business owners or work with professionals in commercial sectors. The P-Way Solutions LLC serves businesses that could benefit from health and wellness resources, potentially referring their clients to Jamz Trainings for personal training and sports massage therapy.

VALUE: By referring clients between the two businesses, both can increase their customer base, leading to an estimated revenue increase of 20% for each business as they tap into each other's networks.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC serves a variety of small businesses that often require personal health services for their employees. By referring their clients to Jamz Trainings, they can enhance client satisfaction and retention.

VALUE: Both businesses can leverage referrals to create an estimated 15% increase in monthly revenue by cross-promoting services to clients who may need wellness services.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions LLC could include a brochure for Jamz Trainings in their janitorial service contracts, offering their clients a discount on personal training sessions. In return, Jamz can provide P-Way clients with a free introductory session, creating a win-win that enhances the value of both services. This could lead to 15 new clients for Jamz within a month.

[*] UNIQUE SYNERGY

Both businesses cater to a demographic that values health and professional services, making it a unique fit where referrals can seamlessly enhance customer experience across sectors.

NEXT STEPS:

- 1 Schedule a meeting to discuss mutual referral programs.
- 2 Create marketing materials that highlight the referral benefits for both businesses.
- 3 Establish a tracking system to monitor referral success and adjust strategies accordingly.

9 Aspirations Behavioral Health Inc.

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses target similar client demographics in Jacksonville. Aspirations Behavioral Health can refer clients needing janitorial services for their offices to The P-Way Solutions, while The P-Way Solutions can refer clients seeking mental health support.

VALUE: Increased client referrals could lead to a 15% increase in new clients for both businesses, enhancing their market reach.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions can refer their clients who may need mental health support to Aspirations Behavioral Health, especially small business clients with employee wellness needs.

VALUE: This referral strategy could help both businesses tap into each other's client base, potentially increasing Aspirations' client intake by 10% and providing The P-Way Solutions with a reputation as a supportive business partner.

[!] PARTNERSHIP SCENARIO

Aspirations Behavioral Health could display a flyer for The P-Way Solutions in their waiting area and refer clients who express a need for office cleaning services. In return, The P-Way Solutions could include information about Aspirations in their client welcome packets, ensuring both businesses are actively promoting each other to their clients.

[*] UNIQUE SYNERGY

The unique synergy lies in the holistic approach of Aspirations Behavioral Health, which aligns with The P-Way Solutions' commitment to creating clean and healthy work environments, enhancing client well-being.

NEXT STEPS:

- 1 Set up a meeting between Kristian and Pervis to discuss referral details and mutual client needs.
- 2 Create a referral agreement outlining the benefits and processes for each business.
- 3 Design marketing materials that promote both services, ensuring visibility in each other's locations.

10 Relax Relate & Release

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

While Relax Relate & Release primarily focuses on serving veterans, they can refer clients who own small businesses or facilities needing commercial janitorial services to The P-Way Solutions. This alignment allows both businesses to serve their respective markets without competing.

VALUE: Relax Relate & Release could earn a referral fee, while The P-Way Solutions gains access to a new client base among veterans who may own businesses needing janitorial services.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC offers commercial janitorial services, which could be beneficial for Relax Relate & Release to maintain a clean and inviting environment for their massage therapy sessions. A clean space is crucial in the health and wellness industry, particularly for a service that involves personal care.

VALUE: By contracting The P-Way Solutions for regular cleaning, Relax Relate & Release can enhance client satisfaction, potentially increasing client retention and attracting new clients through positive reviews.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions could provide weekly cleaning services for Relax Relate & Release, ensuring that the massage therapy environment remains pristine. This weekly service could be priced at \$300/month, and if Relax Relate & Release refers clients to The P-Way for other commercial cleaning needs, they could receive a discount of 10% off their own service fee.

[*] UNIQUE SYNERGY

This pairing is unique as The P-Way Solutions targets business contracts while Relax Relate & Release serves veterans, a

demographic that values cleanliness and hygiene in therapeutic settings. Together, they can create a reliable service ecosystem.

NEXT STEPS:

- 1 Schedule a meeting between Pervis Lowman and Hazel Lee to discuss potential service agreements.
- 2 Develop a referral program that incentivizes Relax Relate & Release to send clients to The P-Way Solutions.
- 3 Draft a service contract outlining the specific cleaning services and pricing for Relax Relate & Release.

11 Organize Design Create

Marketing & Design

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Organize Design Create could benefit from utilizing The P-Way Solutions for their own office cleaning needs, ensuring a clean and professional environment which is critical for their branding.

VALUE: By hiring The P-Way Solutions, Organize Design Create can ensure a pristine office, enhancing client impressions and potentially increasing client retention by 15%.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC provides commercial janitorial services to businesses, while Organize Design Create focuses on marketing for small businesses. They both target small to medium-sized enterprises, which positions them well for cross-referrals without competing directly.

VALUE: Increased client acquisition through referrals, potentially generating an additional \$10,000 in revenue for each business over the next quarter.

[!] PARTNERSHIP SCENARIO

After a successful referral, The P-Way Solutions receives a referral from Organize Design Create for a startup needing janitorial services. The startup, having just partnered with Organize Design Create, hires The P-Way Solutions for a bi-weekly cleaning service. In return, The P-Way Solutions refers the startup back to Organize Design Create for their marketing needs, facilitating a mutual flow of clients.

[*] UNIQUE SYNERGY

This partnership uniquely leverages their overlapping target market of small businesses, allowing them to create a robust referral network that enhances service accessibility for clients.

NEXT STEPS:

- 1 Develop a referral agreement outlining compensation for each referral made.
- 2 Host a joint networking event targeting local businesses to promote both services.
- 3 Create a co-branded marketing campaign highlighting the benefits of using both services for small business efficiency.

12 Soulfitness Studio Health and wellness center

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Soulfitness Studio targets individuals focused on health and wellness, who may also be small business owners looking for janitorial services for their own spaces. By referring these clients to The P-Way Solutions LLC, Soulfitness can provide added value to their clients while helping P-Way expand their customer base.

VALUE: For every referral that results in a contract, Soulfitness could earn a referral fee, generating additional revenue without significant investment.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC specializes in commercial janitorial services, which are essential for maintaining a clean and hygienic environment in health and wellness centers like Soulfitness Studio. By providing these services, P-Way can ensure that Soulfitness maintains high cleanliness standards, enhancing their customer experience.

VALUE:

P-Way can generate a steady stream of revenue by securing a long-term contract with Soulfitness for routine cleaning services, potentially worth \$10,000 annually.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions LLC can offer a tailored janitorial package for Soulfitness Studio, including daily cleaning, deep cleaning once a month, and sanitization of equipment. This package ensures that Soulfitness remains a safe and inviting environment, attracting more clients focused on health and wellness.

[*] UNIQUE SYNERGY

This partnership is unique because it aligns the health and wellness focus of Soulfitness with the cleanliness standards required in the industry, creating a direct impact on client retention and satisfaction.

NEXT STEPS:

- 1 Schedule a meeting between Pervis Lowman and Janice Curry to discuss specific cleaning needs and frequency.
- 2 Develop a customized service proposal outlining services, pricing, and contract terms.
- 3 Implement a trial cleaning schedule for one month to assess satisfaction and adapt the service as needed.

13 JPO Logistics LLC

Logistics

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

JPO Logistics could provide freight services to The P-Way Solutions for transporting cleaning supplies and equipment, facilitating their commercial janitorial services. This relationship allows P-Way to streamline its supply chain and reduce costs associated with logistics.

VALUE: By leveraging JPO Logistics' freight services, The P-Way Solutions could save approximately 15% on shipping costs, improving their profit margins on contracts.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves a similar customer base, as both businesses target companies that require logistics and janitorial services. They can refer clients to each other without competing.

VALUE: This referral relationship could increase both businesses' client bases by 10%, as they can cross-promote their services to existing clients.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions orders a bulk shipment of cleaning supplies from a supplier. JPO Logistics handles the transportation, ensuring timely delivery across various client sites. By optimizing delivery routes, JPO can reduce shipping time by 20%, allowing P-Way to meet tighter schedules for ongoing contracts, ultimately enhancing customer satisfaction.

[*] UNIQUE SYNERGY

The unique pairing lies in JPO's expertise in logistics and P-Way's need for efficient supply chain solutions, creating a symbiotic relationship where both can enhance their operational efficiencies.

NEXT STEPS:

- 1 Schedule a meeting between Paulette Orr and Pervis Lowman to discuss specific logistics needs for upcoming projects.
- 2 Create a trial logistics plan for an upcoming large order of janitorial supplies to measure cost and time savings.
- 3 Develop a service agreement that outlines rates and delivery schedules to formalize the partnership.

14

flow

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses target professionals and small businesses, however, they serve different needs. Flow offers coaching services which can benefit clients of The P-Way Solutions, especially those in commercial real estate who may need personal development or team coaching.

VALUE: By referring clients to each other, both businesses can expand their client base and increase revenue by tapping into new customer segments.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions could utilize Flow's coaching services to train their staff, thereby improving service delivery and employee satisfaction, which ultimately enhances their business operations.

VALUE: Improving staff performance through coaching can lead to higher customer satisfaction rates and potentially increase contract renewals with existing clients.

[!] PARTNERSHIP SCENARIO

Flow could create a referral program where every time The P-Way Solutions refers a client for coaching, Flow offers a discount on services. For instance, if P-Way sends a small business owner looking to improve leadership skills, Flow could provide a tailored coaching package, and for every three clients referred, P-Way receives a 10% commission on Flow's fees.

[*] UNIQUE SYNERGY

The unique synergy lies in their ability to enhance each other's offerings; Flow's coaching can improve the operational effectiveness of P-Way's clients, resulting in improved cleanliness and facilities that reflect well on P-Way's services.

NEXT STEPS:

- 1 Set up a structured referral program with commission rates.
- 2 Schedule a joint networking event to introduce both client bases.
- 3 Create co-branded marketing materials promoting the referral program.

15

IV Creative

Marketing & Design

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

IV Creative specializes in content creation which can enhance The P-Way Solutions' marketing efforts. The P-Way Solutions is currently in need of marketing services, making IV Creative a suitable vendor.

VALUE: By engaging IV Creative for content creation, The P-Way Solutions can effectively improve their brand visibility and attract more clients, potentially increasing their revenue by 20%.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves a diverse clientele, including small businesses that require marketing services, aligning well with IV Creative's target market.

VALUE: The P-Way Solutions can refer clients needing marketing services to IV Creative, helping them enhance their service offerings while earning referral fees, which could boost their revenue by 10%.

[!] PARTNERSHIP SCENARIO

IV Creative could create a series of promotional videos showcasing The P-Way Solutions' janitorial services in action at local businesses. These videos would be used on social media and websites, with a project fee of \$2,000, giving both companies exposure to each other's clientele.

[*] UNIQUE SYNERGY

The unique synergy stems from IV Creative's local focus on small businesses and The P-Way Solutions' commercial service offerings, ensuring that the marketing content is tailored to resonate with mutual target markets.

NEXT STEPS:

- 1 Schedule an introductory meeting to discuss specific content needs of The P-Way Solutions.
- 2 Develop a proposal for a series of promotional videos highlighting their cleaning services.
- 3 Set a timeline and budget for the content creation project.

16 Enriquez Aesthetics

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Enriquez Aesthetics targets individuals with chronic skin conditions, which can often be a concern for employees or clients of businesses utilizing The P-Way Solutions' janitorial services. By referring clients to each other, both businesses can enhance their customer offerings without direct competition.

VALUE: Enriquez Aesthetics could see a 20% increase in clientele through referrals, while The P-Way Solutions could enhance their service offerings by providing added value to their clients.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves businesses that may have employees or clients needing skincare services, particularly in commercial settings where cleanliness and appearance are paramount. By referring their clients to Enriquez Aesthetics, they can enhance their value proposition.

VALUE: The P-Way Solutions could strengthen client relationships by offering added health and wellness services, while Enriquez Aesthetics could gain new clientele through direct referrals.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics could offer a special promotion for employees of businesses serviced by The P-Way Solutions, giving them a 15% discount on luxury facials. In return, The P-Way Solutions could feature Enriquez Aesthetics in their monthly newsletters, creating mutual exposure and potential new clients. Each business could expect at least 10 new clients from this initiative within a month.

[*] UNIQUE SYNERGY

This partnership is unique because it combines a luxury service with a commercial cleaning business, appealing to businesses that value employee wellness and skincare, creating a unique niche in the market.

NEXT STEPS:

- 1 Create a referral discount program for The P-Way Solutions' clients.
- 2 Develop joint marketing materials highlighting the benefits of skincare for employees.
- 3 Schedule a meeting to discuss the referral process and set clear expectations.

17 Tosh's Urban Garden

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Tosh's Urban Garden targets health-conscious individuals who may also be business owners or employees in small businesses that require janitorial services. The P-Way Solutions LLC provides commercial janitorial services that could appeal to Tosh's clientele if they expand into a physical retail space.

VALUE: Tosh's Urban Garden could drive additional business to The P-Way Solutions by referring health-conscious clients who value cleanliness and eco-friendly practices, potentially increasing The P-Way's client base by 10% within a year.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions services small businesses that may be interested in natural health products offered by Tosh's Urban Garden. They could recommend Tosh's products to their clients who are health-conscious.

VALUE: By referring clients to Tosh's Urban Garden, The P-Way Solutions could enhance their service offerings, potentially leading to a 5% increase in client satisfaction and retention, translating into \$2,000 in additional revenue.

[!] PARTNERSHIP SCENARIO

If Tosh's Urban Garden decides to open a storefront or host workshops, they could refer clients to The P-Way Solutions for cleaning services. For example, Tosh could promote The P-Way's services in their promotional materials, leading to a referral fee arrangement where The P-Way offers a 15% discount to Tosh's clients, generating \$3,000 in new contracts for The P-Way within three months.

[*] UNIQUE SYNERGY

Both businesses cater to eco-conscious clients, creating a unique angle for referrals where cleanliness is tied to health and wellness, enhancing both brands' reputations.

NEXT STEPS:

- 1 Create a referral program where Tosh's Urban Garden provides discount cards for The P-Way's services to their clients.
- 2 Set up a meeting between Latachia Kins-Hunt and Pervis Lowman to discuss co-marketing opportunities.
- 3 Develop a joint social media campaign highlighting the importance of clean, healthy environments for wellness-focused individuals.

18 The Collective Om

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses target small businesses; The Collective Om focuses on holistic health, while The P-Way Solutions offers janitorial services. They can refer clients to each other, as small businesses often need both health services and maintenance.

VALUE: Increased client base for both businesses through referrals, potentially increasing revenue by 10-20% as they tap into each other's customer networks.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves a variety of small businesses that might benefit from holistic health services offered by The Collective Om. Referring clients who prioritize employee well-being can enhance P-Way's service portfolio.

VALUE: Increased service offerings for P-Way Solutions' clients, potentially increasing their contract value by providing additional health services that improve employee productivity and satisfaction.

[!] PARTNERSHIP SCENARIO

The Collective Om provides a wellness package for small businesses, which includes a referral program for The P-Way Solutions. When a small business books a wellness session, they receive a discount on janitorial services for a month, and vice versa. This creates a win-win situation and encourages cross-referrals where both companies can enhance their service offerings.

[*] UNIQUE SYNERGY

The unique synergy lies in their shared focus on small businesses and wellness, allowing them to create a holistic experience for clients that addresses both health and operational needs, setting them apart from competitors.

NEXT STEPS:

- 1 Develop a referral incentive program that rewards clients for using both services.
- 2 Create joint marketing materials that highlight the benefits of using both businesses.
- 3 Host a networking event for small businesses to introduce both services and create partnership opportunities.

19 We buy any house

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses operate within the real estate industry but serve different aspects of it. We Buy Any House helps homeowners who are distressed, while The P-Way Solutions provides essential services to businesses, including those in real estate. Referring clients could create a mutually beneficial situation without competition.

VALUE: By referring clients to each other, both businesses could increase their customer base by at least 20%, leading to substantial revenue growth.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions could provide cleaning services to We Buy Any House to prepare properties for sale. This relationship allows We Buy Any House to enhance their property appeal, improving their chances of selling faster and at a better price.

VALUE: The partnership could lead to a 15% increase in property sale speed, translating to quicker capital recovery and improved cash flow for We Buy Any House.

[!] PARTNERSHIP SCENARIO

We Buy Any House could refer clients looking for quick home sales to The P-Way Solutions for cleaning services to prepare the properties for sale. For example, if a distressed homeowner sells their home and needs a thorough cleaning before listing it, We Buy Any House can recommend P-Way for their cleaning services, earning a referral fee for each client directed their way.

[*] UNIQUE SYNERGY

This partnership is unique because it links the immediate needs of distressed homeowners with the ongoing needs of businesses for cleaning services, creating a streamlined pathway to address both parties' needs effectively.

NEXT STEPS:

- 1 Establish a referral agreement outlining the terms and potential commissions.
- 2 Create marketing materials that highlight the referral relationship to share with clients.
- 3 Schedule a joint networking event to introduce both client bases and discuss services.

20 MyahnArt LLC

Marketing & Design

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

MyahnArt LLC's target market includes businesses looking to enhance their aesthetics, which aligns well with The P-Way Solutions LLC's clientele who require commercial janitorial services. By referring each other, they can create a network of clients seeking comprehensive services.

VALUE: Both businesses can increase their client base by tapping into each other's networks, potentially driving an additional \$10,000 in revenue per quarter through referrals.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC can refer MyahnArt LLC for businesses that are looking to enhance their space aesthetically, thus providing added value to their janitorial service offerings.

VALUE: This referral can help MyahnArt secure projects that produce an average of \$2,500 per job while allowing The P-Way Solutions to offer clients a more comprehensive service package.

[!] PARTNERSHIP SCENARIO

MyahnArt could refer The P-Way Solutions to a restaurant client that needs both a mural and ongoing cleaning services. In return, The P-Way Solutions could recommend MyahnArt for businesses they service that are looking to enhance their environments, creating a win-win scenario with shared revenue from both referrals.

[*] UNIQUE SYNERGY

The synergy lies in their combined focus on enhancing business environments; MyahnArt improves aesthetics while The

P-Way Solutions maintains cleanliness, creating a holistic service for clients.

NEXT STEPS:

- 1 Set up a referral agreement with clear commission rates for each client referred.
- 2 Create a joint marketing piece that illustrates how both services can elevate a business's customer experience.
- 3 Schedule a lunch meeting to explore cross-promotion strategies and share client feedback.

21 Free Agents Inc

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Free Agents Inc specializes in providing consulting services to companies, many of which may require janitorial services from The P-Way Solutions. By referring clients who need cleaning services, Free Agents can add value to their offerings and help The P-Way Solutions gain new clients.

VALUE: Free Agents could potentially earn a referral fee for each client they send to The P-Way, increasing their revenue stream while helping The P-Way expand its customer base.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions can utilize the consulting services of Free Agents Inc to better understand and target their market. By improving their business strategy with Free Agents' insights, they can enhance their marketing efforts.

VALUE: The P-Way could improve its market reach and operational efficiency, potentially increasing their sales by 20%, which could translate to an additional \$50,000 in revenue from new contracts.

[!] PARTNERSHIP SCENARIO

Free Agents Inc identifies a client in need of improved office cleanliness and refers them to The P-Way Solutions. In return, they negotiate a 10% referral fee on the first contract signed, which could amount to \$500 if the contract is for \$5,000. This not only enhances Free Agents' service portfolio but also generates immediate revenue.

[*] UNIQUE SYNERGY

The unique pairing lies in their complementary services. Free Agents offers strategic consulting, while The P-Way provides essential janitorial services, allowing them to target the same set of business clients in Jacksonville but from different service angles.

NEXT STEPS:

- 1 Set up a meeting between James Higbe and Pervis Lowman to discuss referral terms.
- 2 Create a co-branded promotional brochure highlighting the benefits of their services together.
- 3 Develop a tracking system for referrals to measure success and adjust strategies.

22 WhitBits Cookies

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

WhitBits Cookies targets corporate professionals and event planners, while The P-Way Solutions LLC serves small businesses and contracts in the commercial space. They can refer clients to each other without competing for the same market.

VALUE: WhitBits could increase its customer base through referrals from The P-Way, potentially generating an additional \$1,000/month in cookie sales. Meanwhile, The P-Way could gain access to corporate event planners seeking janitorial services for events.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions LLC has access to local businesses that may require catering services for meetings and events, making it beneficial for them to refer WhitBits Cookies for those needs.

VALUE:

The P-Way could refer WhitBits to their commercial clients for events, potentially increasing WhitBits' sales by \$500/month, while also providing additional value to their clients.

[!] PARTNERSHIP SCENARIO

WhitBits Cookies could provide a batch of cookies for a networking event organized by The P-Way Solutions. As part of the event, The P-Way could introduce WhitBits to their clients and partners, creating a direct channel for referrals. If 10 businesses from the event place orders, WhitBits could generate \$800 in sales while The P-Way enhances their service offering.

[*] UNIQUE SYNERGY

The combination of homemade cookies and commercial janitorial services creates an appealing package for corporate events, enhancing the overall experience for attendees and making both businesses standout in their respective fields.

NEXT STEPS:

- 1 Arrange a meeting between Whitney Branch and Pervis Lowman to discuss referral opportunities.
- 2 Create a promotional flyer highlighting both businesses to distribute at networking events.
- 3 Plan a joint event showcasing both WhitBits cookies and The P-Way's services, targeting corporate clients.

23 Genuines Coaching & Consulting

Technology

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Genuines Coaching & Consulting focuses on C-suite executives and small business owners, many of whom may require janitorial services for their offices. Referring The P-Way Solutions would add value to Genuines' service offerings while also generating leads for The P-Way Solutions.

VALUE: Enhancing Genuines' service portfolio and providing The P-Way Solutions with access to high-value clients, potentially increasing both businesses' revenues by 20% through targeted referrals.

-> WHAT YOU PROVIDE (Referral)

Both businesses target small business owners and share similar clientele, making them ideal for a referral partnership. The P-Way Solutions can introduce Genuines Coaching & Consulting to their clients who may need leadership training, while Genuines can recommend The P-Way Solutions for businesses looking for janitorial services.

VALUE: Increased client acquisition for both parties through referrals, potentially boosting revenue by 15-25% annually.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions could refer Genuines to a local small business that is struggling with leadership issues. In return, Genuines could recommend The P-Way Solutions to a client needing reliable janitorial services, creating a win-win situation where both businesses tap into each other's client bases.

[*] UNIQUE SYNERGY

The unique synergy here lies in the overlapping target market of small businesses, allowing both companies to enhance their service offerings and provide comprehensive solutions that address both operational and leadership needs.

NEXT STEPS:

- 1 Set up an introductory meeting to discuss mutual client referrals.
- 2 Create a referral agreement outlining commission structures or incentives.
- 3 Develop co-branded marketing materials to promote the referral partnership.

24 ALYS Always Love Yourself

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

ALYS Always Love Yourself targets mature women who may also be small business owners or professionals who require commercial janitorial services, creating a natural referral opportunity.

VALUE: By referring clients to The P-Way Solutions, ALYS can earn referral fees, while The P-Way Solutions gains access to a new customer base that values cleanliness in their business environments.

> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC provides commercial janitorial services, which would be beneficial for ALYS Always Love Yourself, especially if they have a physical storefront or office space. Clean environments are critical in the skincare industry as they enhance product quality perception and customer experience.

VALUE: By contracting The P-Way Solutions for regular cleaning services, ALYS can ensure a pristine presentation of their skincare products, potentially increasing foot traffic and customer satisfaction, leading to an estimated revenue increase of 10-15%.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions would schedule weekly cleaning sessions at ALYS's retail location, ensuring that the product displays are spotless and the ambiance is inviting. They could also provide a promotional offer where ALYS customers get a discount on their services, fostering customer loyalty and increasing sales for both businesses.

[*] UNIQUE SYNERGY

Combining The P-Way Solutions' expertise in maintaining clean commercial spaces with ALYS's focus on skincare products creates an environment that emphasizes quality and care, directly enhancing customer experiences in the beauty sector.

NEXT STEPS:

- 1 Set up an introductory meeting between Pervis Lowman and Cenita Williamson to discuss service needs.
- 2 Create a tailored cleaning schedule that aligns with ALYS's peak business hours.
- 3 Develop a co-branded marketing campaign offering ALYS customers discounts on janitorial services to enhance customer loyalty.

25 Noseniorleftbehindfl.org

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Noseniorleftbehindfl.org's target market includes seniors who may require janitorial services in their homes as they maintain independence. By referring clients to The P-Way Solutions LLC, Noseniorleftbehindfl.org can offer a comprehensive service that benefits their clients.

VALUE: Noseniorleftbehindfl.org could earn referral fees or commissions for each client they direct to P-Way Solutions, potentially generating an additional revenue stream while assisting their clients.

> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC provides commercial janitorial services, which could be beneficial for Noseniorleftbehindfl.org's facilities or any locations they operate out of. By offering cleaning services, P-Way can help maintain a professional environment for Noseniorleftbehindfl.org, enhancing their image and functionality.

VALUE: P-Way Solutions could secure a contract worth \$1,500 monthly for janitorial services, translating to \$18,000 annually, while Noseniorleftbehindfl.org benefits from a clean and welcoming space for their senior clients.

[!] PARTNERSHIP SCENARIO

P-Way Solutions could provide weekly cleaning services for the assessment centers used by Noseniorleftbehindfl.org. For example, after a busy week of assessments, P-Way ensures the center is thoroughly cleaned and sanitized before the next week of clients, allowing Noseniorleftbehindfl.org to focus on their core mission. This arrangement could be formalized into a service contract that both parties sign to ensure accountability.

[*] UNIQUE SYNERGY

This partnership is unique because it not only provides essential cleaning services but also enhances the overall customer experience for seniors, which aligns with the mission of Noseniorleftbehindfl.org to maintain their independence in a clean environment.

NEXT STEPS:

- 1 Schedule an introductory meeting between P-Way Solutions and Noseniorleftbehindfl.org to discuss potential cleaning needs.
- 2 Draft a service proposal outlining the janitorial services tailored for Noseniorleftbehindfl.org's facilities.
- 3 Develop a contract that includes monthly service levels and pricing to initiate the partnership.

26 Complete Renewal LLC

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Complete Renewal targets health-conscious minority women, who may also own small businesses needing commercial janitorial services. Referring clients to The P-Way Solutions could help meet their needs for cleanliness in their establishments.

VALUE: Complete Renewal can earn referral fees, potentially generating \$2,000 annually by referring only 5 clients who sign contracts with The P-Way Solutions.

-> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC specializes in commercial janitorial services which can be beneficial for Complete Renewal's facilities, ensuring a clean and welcoming environment for their clients. This service can enhance the customer experience for Complete Renewal's spa initiatives.

VALUE: By outsourcing their janitorial services, Complete Renewal can focus more on their core wellness offerings, potentially saving \$1,500 monthly on in-house cleaning and improving client satisfaction.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions could provide a weekly cleaning service for Complete Renewal's On-the-Go Spa locations, ensuring that the space is always pristine for clients. This would include deep cleaning before major community events, helping create an inviting atmosphere that encourages attendance and repeat business.

[*] UNIQUE SYNERGY

This partnership uniquely combines health and wellness with cleanliness, emphasizing a holistic approach to self-care that aligns with both businesses' values and customer needs.

NEXT STEPS:

- 1 Schedule a meeting between Pervis Lowman and Nadege Dolsaint to discuss service packages tailored for Complete Renewal.
- 2 Conduct a trial cleaning at one of Complete Renewal's event locations to showcase the quality of services.
- 3 Develop a promotional offer for Complete Renewal clients highlighting the partnership and any special rates on cleaning services.

27 Bluebird Health Partners

Technology

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Bluebird Health Partners targets healthcare solution providers, many of whom may require commercial spaces that need janitorial services. The P-Way Solutions can provide those services effectively, making it beneficial for Bluebird to refer them to their clients.

VALUE: Bluebird can enhance its service portfolio by connecting clients with reliable janitorial services, potentially earning referral fees, while The P-Way Solutions gains access to new clients.

-> WHAT YOU PROVIDE (Referral)

The P-Way Solutions serves small businesses and may encounter clients in the healthcare sector that require strategic consulting services. Referring these clients to Bluebird can enhance The P-Way's service offerings.

VALUE: The P-Way can strengthen its client relationships by providing access to consulting services that help its clients improve operational strategies, while Bluebird gains new clients through The P-Way's existing network.

[!] PARTNERSHIP SCENARIO

During a client engagement, Bluebird identifies a healthcare startup that has just secured office space but needs cleaning services. Bluebird refers The P-Way Solutions, who provides a tailored cleaning package for the startup, leading to a \$2,000 contract. Bluebird earns a \$200 referral fee while The P-Way Services gains a new client.

[*] UNIQUE SYNERGY

This partnership is unique because it combines healthcare consulting with essential operational services, streamlining the onboarding process for healthcare startups and improving their overall operational efficiency.

NEXT STEPS:

- 1 Develop a referral agreement outlining terms and fees.
- 2 Create a joint marketing flyer highlighting the partnership and shared client benefits.
- 3 Schedule a meeting to discuss potential health sector clients needing janitorial services.

28 Be Present Detalles

Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Be Present Detalles caters to busy professionals and romantic couples, who may also require janitorial services for their events or homes. The P-Way Solutions can serve as a trusted vendor for cleaning services for events organized by Be Present Detalles.

VALUE: Increased revenue through referral fees and expanded service offerings to clients, potentially generating an additional \$10,000 in annual revenue.

> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions can provide cleaning services for events organized by Be Present Detalles, ensuring a clean and professional environment which enhances the overall experience for clients.

VALUE: Potential to secure \$5,000 in contracts for cleaning services during events, boosting The P-Way Solutions' business while providing a reliable service for Be Present's clients.

[!] PARTNERSHIP SCENARIO

When Be Present Detalles organizes a wedding or corporate event, they recommend The P-Way Solutions for post-event cleaning services. For every referral, Be Present earns a 10% commission on the service fee, creating a mutually beneficial cycle of business.

[*] UNIQUE SYNERGY

Both businesses share a client base of busy professionals who value quality service and convenience, making referrals more likely to convert into sales, unlike generic partnerships where target markets may not align.

NEXT STEPS:

- 1 Set up a referral agreement outlining commission percentages and payment terms.
- 2 Create joint marketing materials highlighting the referral relationship.
- 3 Schedule a joint networking event to introduce both client bases to the partnership.

29 Simple Creations By T

Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Simple Creations could utilize The P-Way Solutions for cleaning services required before or after events that involve their custom gift offerings. This directionally supports B with operational needs while providing A with a new client.

VALUE: Potential for Simple Creations to save 20% on cleaning services through a long-term service contract, while P-Way gains a steady revenue stream.

> WHAT YOU PROVIDE (Referral)

The P-Way Solutions focuses on commercial janitorial services and serves a business-to-business clientele, while Simple Creations By T specializes in personalized gifts and apparel targeting individuals and organizations. They both cater to events and milestones, allowing for mutual referrals without competition.

VALUE: Increased client base for both businesses by 15% through cross-referrals, leading to potentially significant revenue growth.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions could refer their commercial clients who are hosting events or celebrating milestones to Simple Creations By T for custom gifts and apparel. For instance, if a local business contracts P-Way for a large cleaning job, they can recommend Simple Creations for custom branded swag as giveaways during their grand opening, generating additional revenue for both businesses.

[*] UNIQUE SYNERGY

The unique synergy lies in their complementary service offerings around events; P-Way's cleaning services align perfectly with the need for personalized gifts from Simple Creations, enhancing the overall experience for their mutual clients.

NEXT STEPS:

- 1 Create a referral program with defined incentives for both businesses.
- 2 Develop a joint marketing campaign targeting local businesses celebrating milestones.
- 3 Host a networking event to introduce both client bases and showcase offerings.

30 Big Rig Compliance Pros

Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Big Rig Compliance Pros could offer compliance services to The P-Way Solutions, ensuring they stay compliant with all necessary regulations for their business operations. In return, The P-Way Solutions could recommend Big Rig Compliance to their clients in the trucking industry.

VALUE: Engaging Big Rig Compliance will help The P-Way Solutions avoid potential fines and operational disruptions, thereby saving costs and maintaining their service quality.

> WHAT YOU PROVIDE (Vendor)

The P-Way Solutions LLC could provide commercial janitorial services to Big Rig Compliance Pros' office, ensuring a clean and professional environment for their clients and staff. In turn, Big Rig Compliance Pros could refer their trucking clients needing janitorial services to The P-Way Solutions.

VALUE: By engaging The P-Way Solutions for regular office cleaning, Big Rig Compliance can enhance their professional image, potentially attracting more clients and increasing their office efficiency.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions could set up a weekly cleaning schedule for Big Rig Compliance Pros' office, ensuring that the workspace is always presentable for client meetings. Additionally, they could offer a discount for referrals, which would incentivize Big Rig Compliance to recommend their services to trucking companies looking for office maintenance, creating a referral stream.

[*] UNIQUE SYNERGY

Both businesses serve clients in the transportation sector, so they can leverage their networks effectively to create a comprehensive service offering for their clients, enhancing their respective reputations in the industry.

NEXT STEPS:

- 1 Schedule a meeting between Pervis Lowman and Sherika Carter to discuss cleaning service needs.
- 2 Develop a referral program where Big Rig Compliance receives discounts for client referrals to The P-Way Solutions.
- 3 Create joint marketing materials highlighting the partnership to share with clients.