

BUSINESS RELATIONSHIP ANALYSIS

Complete Renewal LLC !” The P-Way Solutions LLC

2 Relationships Identified

BUSINESS PROFILES

Complete Renewal LLC

Contact: Nadege Dolsaint

Industry: Health & Wellness

Complete Renewal provides meticulously handcrafted, plant-based skincare and haircare solutions alongside transformative holistic wellness education and community initiatives like the On-the-Go Spa, tailored for health-conscious minority women.

The P-Way Solutions LLC

Contact: Pervis lowman

Industry: Real Estate

Commercial Janitorial Services

VENDOR 1/2

75% conf

The P-Way Solutions LLC ! Complete Renewal LLC

Reasoning:

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 Proposition:

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.

Collaboration Example:

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.

Synergy Potential:

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.

Action Items:

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.

Value: MEDIUM

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

Complete Renewal LLC !' The P-Way Solutions LLC

Reasoning:

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 Proposition:

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

Collaboration Example:

Complete Renewal can introduce The P-Way Solutions to clients during their On-the-Go Spa events, providing brochures and personal endorsements. For instance, at a wellness workshop, Nadege can highlight the importance of cleanliness in fostering a healthy environment, directly connecting attendees with P-Way services.

Synergy Potential:

This relationship leverages Complete Renewal's existing customer trust, facilitating a smooth introduction of P-Way's services to a niche market that values health and cleanliness.

Action Items:

1. Create a referral brochure highlighting The P-Way Solutions' services to distribute at Complete Renewal events.
2. Set up a referral tracking system to monitor client conversions and ensure proper compensation.
3. Organize a joint networking event to introduce both businesses to their respective customer bases.

Value: MEDIUM

MUTUAL BENEFIT