

BUSINESS RELATIONSHIP ANALYSIS

Jazzi's Creations!" The P-Way Solutions LLC

2 Relationships Identified

BUSINESS PROFILES

Jazzi's Creations

Contact: Jasmyne Irizarry

Industry: Events & Gifts

DIY Craft Studio & Personalized Gift Shop

The P-Way Solutions LLC

Contact: Pervis lowman

Industry: Real Estate

Commercial Janitorial Services

COLLABORATION 1/2

80% conf

Jazzi's Creations!" The P-Way Solutions LLC

Reasoning:

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 Proposition:

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.

Collaboration Example:

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.

Synergy Potential:

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.

Action Items:

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.

Value: MEDIUM

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

The P-Way Solutions LLC !' Jazzi's Creations

Reasoning:

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 Proposition:

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.

Collaboration Example:

When The P-Way Solutions is contracted to clean a local office, they can refer Jazzi's Creations for personalized corporate gifts for the staff, such as custom mugs. If that leads to a sale worth \$1,500, The P-Way Solutions would earn a \$150 commission.

Synergy Potential:

The P-Way Solutions can enhance their service offering by providing clients with creative gift options from Jazzi's, while Jazzi gains access to a steady stream of corporate clients through The P-Way Solutions' established connections.

Action Items:

1. Create a referral program that outlines commission structures for both businesses.
2. Identify key contacts within The P-Way Solutions' client base who may benefit from Jazzi's services.
3. Set a timeline for reviewing the effectiveness of the referral program after three months.

Value: MEDIUM

MUTUAL BENEFIT