

JAX Bridges

Business Relationship Analysis

December 14, 2025

Enriquez Aesthetics

- Professional Services

Luxury facial experiences

Contact Information

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TARGET MARKET

Individuals with chronic skin conditions or individuals looking for quality natural skincare

CURRENT NEEDS

Logo, financials

Partnership Opportunities (30)

1 Jazzi's Creations

Events & Gifts

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Jazzi's Creations can offer craft workshops that tie in with the skincare theme of Enriquez Aesthetics. For example, clients can create custom skincare jars during a 'Self-Care Craft Night' event, which aligns with the luxury facial experiences offered by Enriquez Aesthetics.

VALUE: Both businesses can tap into each other's customer bases; Jazzi's Creations can expect a revenue boost of around \$1,000 per event, while Enriquez Aesthetics can enhance customer loyalty through unique experiences.

> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics serves individuals who are likely to appreciate personalized gifts, especially in the context of self-care and wellness. Referring clients looking for gifts can enhance the customer experience for both businesses.

VALUE: Enriquez can refer clients to Jazzi's Creations for custom gifts, potentially increasing Jazzi's sales by an estimated 10% during peak gifting seasons, while providing Enriquez's clients with a unique gifting option.

[!] PARTNERSHIP SCENARIO

Jazzi's Creations hosts a 'Self-Care Craft Night' where attendees create personalized skincare jars and receive a mini facial demonstration from Enriquez Aesthetics. For the event, Jazzi charges \$500 for materials and space, while Enriquez provides a \$100 promotional voucher for their services to all participants. They split the ticket sales, potentially earning \$2,000 together if 40 attendees sign up, while building a community around self-care.

[*] UNIQUE SYNERGY

This pairing is unique because it blends the creative, hands-on approach of craft-making with the luxury and self-care focus of high-end skincare, creating a memorable experience that enhances customer engagement for both.

NEXT STEPS:

- 1 Schedule a meeting to brainstorm event ideas and logistics for the 'Self-Care Craft Night'.
- 2 Develop a joint marketing strategy to promote the event through social media and local business networks.
- 3 Create a sign-up page for the event to gauge interest and manage ticket sales.

2 Jamz Trainings

Health & Wellness

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Jamz Trainings serves a target market that may benefit from skincare services, particularly as many middle-aged recreational athletes are likely to experience skin issues due to outdoor activities. Referring clients for skincare treatments will enhance their overall wellness experience.

VALUE: By referring clients to Enriquez Aesthetics, Jamz can enhance its service offerings and potentially see a 10-15% increase in client satisfaction and retention.

-> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics and Jamz Trainings target overlapping demographics, particularly individuals interested in health and wellness. While they offer different services, both businesses cater to clients who prioritize self-care and aesthetic improvements, making them complementary rather than competitive.

VALUE: By referring clients to each other, both businesses can potentially increase their customer bases by 15-20% without additional marketing costs.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics can provide skincare consultations to Jamz Trainings' clients as part of a wellness package. For example, during a client's training session, Jamz can offer a skincare consultation voucher for a luxury facial treatment, thus enhancing the overall wellness experience and driving traffic to both businesses. This could result in Jamz gaining referrals for skin condition consultations while Enriquez enjoys new clients seeking fitness and wellness.

[*] UNIQUE SYNERGY

The unique synergy lies in the holistic approach both businesses take towards health and beauty, allowing them to offer clients a comprehensive self-care experience that enhances both physical fitness and skincare.

NEXT STEPS:

- 1 Set up a referral program where each client referred earns a discount on their next service.
- 2 Create joint marketing materials highlighting both services as part of a 'Wellness Package'.
- 3 Organize a wellness event where clients can experience a mini facial while discussing fitness goals.

3 Be Present Detalles

Professional Services

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Be Present Detalles serves busy professionals and romantic couples who may also be interested in luxury facial experiences offered by Enriquez Aesthetics, creating a mutual referral opportunity.

VALUE: Through referrals, Enriquez Aesthetics can tap into Be Present Detalles' established client base, potentially increasing foot traffic and sales by 20% during peak seasons.

-> WHAT YOU PROVIDE (Collaboration)

Enriquez Aesthetics could collaborate with Be Present Detalles to offer luxury facial experiences as part of their event packages. This partnership can enhance the value of events by providing attendees with a unique pampering experience.

VALUE:

This collaboration can generate additional revenue for both businesses, with potential event packages priced at \$200 per attendee for a facial experience, leading to increased sales and customer acquisition.

[!] PARTNERSHIP SCENARIO

Be Present Detalles organizes a luxury retreat for couples, featuring a weekend event that includes wellness workshops and a spa day. Enriquez Aesthetics provides on-site luxury facial experiences for attendees, enhancing their relaxation. For every 20 attendees, they split a \$4,000 package, with each company earning \$2,000 and gaining new clientele through mutual promotion.

[*] UNIQUE SYNERGY

This pairing is unique because both businesses focus on enhancing personal well-being and luxury experiences, making them ideal partners in creating memorable events that attract high-end clientele.

NEXT STEPS:

- 1 Schedule a meeting to outline potential event packages combining both services.
- 2 Develop joint marketing materials to promote the collaboration at local events and online.
- 3 Create a feedback loop post-events to assess customer satisfaction and areas for improvement.

4 Organize Design Create

Marketing & Design

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Organize Design Create serves clients looking to enhance their social footprint, which includes wellness and beauty businesses. Referring these clients to Enriquez Aesthetics can provide their clients with quality skincare services while helping Enriquez expand its customer base.

VALUE: For every successful referral, Enriquez Aesthetics could offer a 10% commission to Organize Design Create, potentially generating an additional \$5,000 in revenue based on expected referrals.

-> WHAT YOU PROVIDE (Collaboration)

Enriquez Aesthetics could leverage the marketing expertise of Organize Design Create to enhance its brand presence and attract more clients. Conversely, Organize Design Create can benefit from a unique service offering that enriches their portfolio, appealing to their clientele looking for premium wellness experiences.

VALUE: This partnership could generate an additional \$10,000 in revenue for Enriquez Aesthetics through enhanced marketing efforts, while Organize Design Create can leverage the partnership to attract new clients and expand their service offerings.

[!] PARTNERSHIP SCENARIO

Organize Design Create launches a targeted social media campaign for Enriquez Aesthetics showcasing luxury facial experiences. They create visually stunning ads that highlight customer testimonials and before-and-after photos. Together, they host a promotional event where attendees receive mini-facials and are entered to win a full luxury treatment. This event could draw 50 new customers, generating \$5,000 in immediate revenue for Enriquez Aesthetics and providing Organize Design Create with case studies for future marketing efforts.

[*] UNIQUE SYNERGY

The unique pairing of a luxury aesthetic service with strategic marketing expertise allows for a compelling narrative that can resonate with both businesses' target markets, creating a cohesive brand story that neither could achieve alone.

NEXT STEPS:

- 1 Organize Design Create develops a marketing plan for Enriquez Aesthetics focusing on a special promotional event.
- 2 Both businesses schedule a joint brainstorming session to develop event details and promotional materials.
- 3 Enriquez Aesthetics provides Organize Design Create with exclusive packages to showcase in their marketing campaigns.

5 Complete Renewal LLC

Health & Wellness

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Complete Renewal's target market overlaps with that of Enriquez Aesthetics, as both serve health-conscious individuals seeking skincare solutions. Referring clients can increase customer trust and satisfaction for both businesses.

VALUE: By establishing a referral program, Complete Renewal could generate an estimated \$5,000 in additional revenue for both businesses within the first quarter of implementation.

-> WHAT YOU PROVIDE (Collaboration)

Both businesses cater to individuals seeking natural skincare solutions, particularly health-conscious minority women. By collaborating, they can leverage each other's strengths to provide comprehensive wellness experiences that enhance customer satisfaction and retention.

VALUE: This collaboration can lead to an increase in customer base by 30%, generating an additional \$10,000 in revenue through joint promotions and bundled services.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics can host a 'Wellness Weekend' event at Complete Renewal's location where they provide luxury facial experiences while Complete Renewal offers skincare education workshops. Attendees enjoy a unique combination of services, paying \$200 for a package that includes both a facial and a skincare workshop, with both businesses sharing the revenue.

[*] UNIQUE SYNERGY

The unique synergy lies in their shared commitment to natural skincare and wellness, allowing them to create a holistic experience that neither business could provide alone, appealing to a specific niche market.

NEXT STEPS:

- 1 Schedule a meeting between Bianca Enriquez and Nadege Dolsaint to discuss collaboration details and logistics.
- 2 Develop a marketing plan to promote the 'Wellness Weekend' event via both businesses' social media channels.
- 3 Create a feedback system post-event to assess customer satisfaction and gather testimonials for future marketing.

6 JAX AI Agency

Technology

80%

> One-way

<- WHAT THEY PROVIDE (Collaboration)

JAX AI Agency's expertise in AI could enhance Enriquez Aesthetics' customer engagement by implementing AI-driven booking systems or personalized skincare consultations. This partnership would allow Enriquez Aesthetics to modernize its customer service while giving JAX AI a case study in the professional services space.

VALUE: By collaborating, JAX AI could generate \$10,000 in project fees, while Enriquez Aesthetics could improve customer retention by 20% through enhanced service offerings.

[!] PARTNERSHIP SCENARIO

JAX AI Agency could develop an AI-driven virtual skincare consultant for Enriquez Aesthetics. Clients could interact with the AI on the website to receive personalized skincare recommendations based on their conditions. They could launch this service in a week, attracting new customers and increasing appointment bookings by 30% within the first month.

[*] UNIQUE SYNERGY

This pairing is unique because it blends cutting-edge technology with luxury aesthetics, enabling Enriquez Aesthetics to stand out in a saturated market while providing JAX AI with a strong portfolio piece in a niche industry.

NEXT STEPS:

- 1 Schedule a meeting between JAX AI and Enriquez Aesthetics to brainstorm specific AI solutions.
- 2 Develop a project timeline outlining the creation of the AI virtual consultant.
- 3 Define marketing strategies to promote the new AI service to both existing and potential customers.

7

flow

Professional Services

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Flow focuses on coaching, which can be beneficial for clients of Enriquez Aesthetics seeking holistic improvements to their self-image and confidence. Likewise, clients receiving luxury facial experiences may benefit from coaching services to enhance their overall well-being and personal development.

VALUE: Flow could gain access to Enriquez Aesthetics' clientele, potentially increasing their coaching clients by 20%, while Enriquez Aesthetics could offer added value to their customers, enhancing customer loyalty.

-> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics targets individuals focused on self-care and image, which aligns with potential clients of Flow looking for coaching. By referring clients who seek to improve their mental outlook and self-esteem, both businesses can enhance their service offerings.

VALUE: Enriquez Aesthetics can refer clients to Flow for coaching sessions, potentially increasing Flow's client base by 15%, while providing their clients with a more comprehensive self-care solution, thereby increasing customer satisfaction and retention.

[!] PARTNERSHIP SCENARIO

Flow can provide a special coaching workshop on self-esteem and personal care to clients at Enriquez Aesthetics. For instance, after a facial treatment, clients could participate in a one-hour workshop focused on building confidence and self-image, driving additional revenue for Flow while enhancing the customer experience for Enriquez Aesthetics.

[*] UNIQUE SYNERGY

This partnership is unique because it combines physical beauty treatments with mental wellness coaching, offering a holistic approach that addresses both external appearance and internal confidence.

NEXT STEPS:

- 1 Schedule a meeting between Miguel from Flow and Bianca from Enriquez Aesthetics to discuss potential workshop formats.
- 2 Design a promotional campaign that highlights the benefits of combining aesthetic treatments with coaching services.
- 3 Create a feedback mechanism to assess client satisfaction and engagement from the workshops.

8

IV Creative

Marketing & Design

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

IV Creative can provide Enriquez Aesthetics with tailored marketing materials that align with their luxury branding. This includes high-quality content creation for social media, brochures, and email campaigns, which are essential for attracting their target market.

VALUE: By engaging IV Creative, Enriquez Aesthetics could enhance its marketing presence, potentially increasing client engagement by 30%, leading to higher bookings and revenue.

-> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics serves clients focused on skincare and wellness, which often overlaps with local businesses needing marketing services. They can refer clients looking for marketing help to IV Creative, enhancing their service portfolio.

VALUE: This referral could lead to a 20% increase in new client inquiries for IV Creative, as they tap into Enriquez's existing clientele who may need marketing services.

[!] PARTNERSHIP SCENARIO

IV Creative could design a series of elegant promotional posts and a detailed brochure highlighting Enriquez Aesthetics' services and unique offerings. This could be used for a special launch event where both businesses promote a limited-time package, driving foot traffic and increasing awareness.

[*] UNIQUE SYNERGY

The unique combination of IV Creative's marketing expertise and Enriquez Aesthetics' luxury service can create a powerful branding narrative, allowing both to elevate their profiles in the local market uniquely.

NEXT STEPS:

- 1 Schedule a meeting between Iliana and Bianca to discuss specific marketing needs and branding goals.
- 2 Develop a content strategy that highlights Enriquez Aesthetics' unique offerings, including visuals and messaging.
- 3 Create a promotional timeline for a joint launch event leveraging both businesses' customer bases.

9 Tosh's Urban Garden

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses target health-conscious individuals, but they do not compete directly. Tosh's Urban Garden can refer clients who are interested in skincare solutions to Enriquez Aesthetics, while Enriquez can refer clients interested in holistic health to Tosh's Urban Garden.

VALUE: This referral system could increase customer acquisition by 20% for both businesses, enhancing customer loyalty and lifetime value.

-> WHAT YOU PROVIDE (Collaboration)

Enriquez Aesthetics focuses on luxury facial experiences, which could be enhanced by the natural herbal products offered by Tosh's Urban Garden. By collaborating, they could create a unique skincare package that combines luxury skincare with herbal wellness options, appealing to both customer bases.

VALUE: This partnership could generate additional revenue through bundled packages, increasing the average transaction value by 30%.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics can host a 'Skincare and Wellness Day' where clients receive a luxury facial treatment and a custom herbal tea blend from Tosh's Urban Garden. This event can attract 50 clients, generating \$2,500 in treatment revenue and an additional \$1,000 from tea sales, while both businesses can share marketing costs, enhancing brand visibility.

[*] UNIQUE SYNERGY

The unique synergy between these businesses lies in their commitment to natural and luxury products, allowing them to offer a comprehensive wellness experience that caters to eco-conscious consumers seeking high-quality skincare.

NEXT STEPS:

- 1 Schedule a meeting to brainstorm potential event ideas and product bundles.
- 2 Develop a joint marketing plan to promote the 'Skincare and Wellness Day' event.
- 3 Create a shared social media campaign to showcase testimonials and experiences from the event.

10 The Collective Om

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

The Collective Om provides holistic health services that could seamlessly integrate with the luxury facial experiences of Enriquez Aesthetics. They can collaborate on events that promote overall wellness and beauty.

VALUE: Hosting a joint workshop could attract 30-50 attendees, potentially generating \$3,000-\$5,000 in ticket sales, plus additional revenue from service bookings and product sales.

-> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics focuses on luxury facial experiences for individuals with chronic skin conditions, which overlaps with The Collective Om's target market of women focused on self-growth and wellness. They can refer clients to each other, enhancing customer satisfaction and increasing client bases.

VALUE:

By referring clients to each other, both businesses can increase their customer bases by 20%, potentially translating to an additional \$15,000 in revenue over the next quarter.

[!] PARTNERSHIP SCENARIO

Bianca from Enriquez Aesthetics could offer a special promotion for The Collective Om's clients, giving them a 15% discount on their first facial. In return, Ashlyn could feature Enriquez Aesthetics in her wellness workshops, allowing attendees to receive exclusive offers. This creates a buzz around both businesses and encourages cross-promotion.

[*] UNIQUE SYNERGY

The unique synergy lies in their mutual focus on wellness and self-care, allowing them to create a holistic experience for their clients that integrates both aesthetic and health services, setting them apart from typical health and beauty collaborations.

NEXT STEPS:

- 1 Bianca to create a referral discount flyer for The Collective Om's clients.
- 2 Ashlyn to include Enriquez Aesthetics in her upcoming wellness workshop agenda.
- 3 Set a meeting to discuss mutual referral tracking and performance evaluation metrics.

11 Communikate Design & Marketing

Marketing & Design

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses target individuals and entrepreneurs, but they serve different needs which allows for referrals. Communikate can refer clients with skincare needs to Enriquez Aesthetics, while Enriquez can refer clients needing branding or marketing services.

VALUE: This referral relationship can lead to increased clientele for both parties, potentially generating an additional \$10,000 in revenue annually for each business through cross-referrals.

-> WHAT YOU PROVIDE (Vendor)

Enriquez Aesthetics requires marketing services to improve its brand visibility and attract clients, which makes Communikate an ideal vendor. Conversely, Communikate can use high-quality visuals and branding from Enriquez Aesthetics to enhance its portfolio, making both businesses stronger.

VALUE: Enriquez Aesthetics can increase brand awareness leading to an anticipated 20% rise in new clientele, while Communikate can showcase a luxury brand in its portfolio, attracting similar high-end clients.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics hires Communikate to design a new logo and marketing materials for a spring promotional campaign targeting skincare enthusiasts. They agree on a \$3,000 fee for the project, and in return, Communikate features a case study on their website, showcasing the brand transformation and boosting their own visibility.

[*] UNIQUE SYNERGY

The unique synergy lies in Enriquez Aesthetics' focus on luxury services, which can elevate Communikate's brand image and attract more upscale clients looking for premium marketing solutions.

NEXT STEPS:

- 1 Schedule an initial consultation between Bianca and Kate to discuss branding needs.
- 2 Draft a project proposal outlining the scope, deliverables, and timelines for the logo and marketing materials.
- 3 Set a timeline for the promotional campaign launch to align marketing and design efforts.

12 MyahnArt LLC
Marketing & Design

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

MyahnArt's target market includes businesses looking to enhance their aesthetics, which could lead to referrals for Enriquez Aesthetics' luxury facial experiences, especially for spas or wellness centers that want to offer premium services. This can create a symbiotic relationship where MyahnArt can recommend a trusted skincare provider to its clients.

VALUE: MyahnArt could earn referral fees for each client sent to Enriquez Aesthetics, potentially generating an additional \$5,000 in revenue per quarter if they refer 10 clients.

> WHAT YOU PROVIDE (Collaboration)

Enriquez Aesthetics can enhance its service offerings by collaborating with MyahnArt to create a luxurious spa environment with custom murals, elevating the overall customer experience. This partnership would appeal to both businesses' target markets, as clients of Enriquez Aesthetics would appreciate the added aesthetic value, while MyahnArt gains exposure to a clientele seeking premium services.

VALUE: Potential for Enriquez Aesthetics to increase service prices by 15% due to enhanced ambiance and unique offerings, while MyahnArt could secure contracts for multiple projects with a total value of \$10,000.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics could host an exclusive 'Art & Aesthetics Night' where MyahnArt creates a live mural during a luxury facial experience. Attendees enjoy a facial while watching a mural come to life, with a ticket price of \$150. Both businesses promote the event together, splitting the ticket proceeds, leading to a combined revenue of \$7,500 from 50 attendees.

[*] UNIQUE SYNERGY

The unique combination of luxury skincare and artistic enhancement creates a distinctive experience that neither business could achieve alone, attracting a niche clientele interested in both aesthetics and artistry.

NEXT STEPS:

- 1 Plan the 'Art & Aesthetics Night' event, including date, location, and marketing strategies.
- 2 Create promotional materials that highlight the collaboration and the unique experience offered.
- 3 Develop a joint social media campaign to target both businesses' audiences, driving ticket sales.

13 Genuines Coaching & Consulting
Technology

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Genuines Coaching & Consulting can enhance their coaching sessions with wellness components, such as stress management, which can be complemented by the luxury facial experiences offered by Enriquez Aesthetics. This aligns well with both their client bases, fostering a holistic approach to personal and professional development.

VALUE: By incorporating wellness sessions into Genuines' offerings, they can increase their package value by 20%, attracting more clients who value integrated personal care.

> WHAT YOU PROVIDE (Referral)

Both businesses target professionals, but in different dimensions, providing potential for mutual client referrals. Enriquez Aesthetics focuses on individuals with skin conditions, while Genuines Coaching & Consulting targets executives and small business owners who may also have an interest in personal care and wellness.

VALUE: Increased client base for both businesses through strategic referrals, potentially generating an additional 10-15% in revenue for each.

[!] PARTNERSHIP SCENARIO

When Genuines Coaching & Consulting hosts a workshop for C-suite executives, they can offer attendees a complimentary facial consultation from Enriquez Aesthetics. This not only enhances the event's value but also allows Enriquez to gain new clients who may book services after the event, potentially generating \$1,000 in new bookings from 10 interested attendees.

[*] UNIQUE SYNERGY

The unique synergy comes from the intersection of wellness and professional performance; this partnership allows both businesses to enhance their brand image as holistic service providers for professionals.

NEXT STEPS:

- 1 Draft a referral agreement outlining terms for client referrals.
- 2 Create a marketing flyer highlighting combined services for Genuines' clients.
- 3 Schedule a joint networking event to introduce each other's services to clients.

14 ALYS Always Love Yourself

Professional Services

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Since both businesses target individuals with skin concerns, ALYS can refer clients to Enriquez Aesthetics for luxury treatments, enhancing customer loyalty and providing a solution for clients seeking professional services.

VALUE: ALYS could see a 15% increase in customer loyalty and sales from referrals, as clients who purchase products will be more likely to trust and engage with a recommended luxury service.

-> WHAT YOU PROVIDE (partner)

Enriquez Aesthetics offers luxury facial experiences, which complement the skincare products provided by ALYS Always Love Yourself. By partnering, they can create exclusive skincare packages that enhance the client experience.

VALUE: This partnership can lead to a 20% increase in customer retention as clients are encouraged to purchase ALYS products after experiencing Enriquez's services.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics could host monthly skincare workshops where clients receive a luxury facial using ALYS products. Each participant pays \$75, and ALYS provides samples for each attendee, leading to an estimated \$1,500 in revenue per workshop and increased product sales.

[*] UNIQUE SYNERGY

The unique synergy lies in combining Enriquez's luxury service experience with ALYS's targeted product offerings for mature women, creating a holistic approach to skincare that neither could achieve independently.

NEXT STEPS:

- 1 Schedule an initial meeting between Bianca Enriquez and Cenita Williamson to discuss partnership details.
- 2 Develop a co-branded marketing strategy for the workshop, including social media campaigns and email newsletters.
- 3 Create a feedback loop post-workshop to analyze customer satisfaction and product sales to refine future offerings.

15 Noseniorleftbehindfl.org

Professional Services

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Noseniorleftbehindfl.org serves seniors who may also be interested in luxury skincare to enhance their quality of life. Referring clients to Enriquez Aesthetics can provide additional service options for their clientele, enhancing overall client satisfaction.

VALUE: Noseniorleftbehindfl.org could increase its service offerings by providing referrals to skincare services, potentially leading to an extra \$1,500 - \$3,000 in funding through partnerships with services like Enriquez Aesthetics.

-> WHAT YOU PROVIDE (Referral)

Both businesses cater to distinct but overlapping demographics-seniors who may seek skincare solutions and luxury facial experiences. Referring clients who are looking for skincare treatments can enhance customer satisfaction for both parties.

VALUE: Increased customer base for Enriquez Aesthetics by tapping into the senior market served by

Noseniorleftbehindfl.org, potentially generating an additional \$2,000 - \$4,000 in revenue monthly through referrals.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics could offer a special discount on luxury facial experiences for seniors referred by Noseniorleftbehindfl.org. For instance, if Noseniorleftbehindfl.org assesses a senior in need of self-care services, they provide them with a referral card for a 20% discount on their first facial treatment. This creates a win-win situation where both businesses gain new clients.

[*] UNIQUE SYNERGY

The unique synergy comes from combining luxury skincare with elder care, addressing the growing demand for senior wellness while enhancing the service offerings of both businesses.

NEXT STEPS:

- 1 Develop a referral program that includes discount cards for Noseniorleftbehindfl.org clients.
- 2 Create a marketing flyer highlighting the benefits of skincare for seniors to be distributed by Noseniorleftbehindfl.org.
- 3 Schedule a joint meeting to discuss how clients can benefit from both services and finalize the referral process.

16 Genuines Coaching & Consulting

Technology

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses target individuals seeking improvement, but from different angles. Genuines Coaching focuses on business leaders who may also be interested in personal care, while Enriquez Aesthetics targets individuals looking for luxury skincare solutions.

VALUE: Genuines Coaching can refer its clients, who may be interested in enhancing their appearance and confidence through skincare, to Enriquez Aesthetics, potentially increasing their revenue through new client acquisition.

> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics serves clients who may also benefit from coaching in personal development, confidence, and self-image, creating a pathway for mutual referrals.

VALUE: Enriquez Aesthetics can refer clients seeking personal growth to Genuines Coaching, enhancing client satisfaction and broadening Genuines' customer base, potentially increasing their revenue.

[!] PARTNERSHIP SCENARIO

Genuines Coaching includes a skincare consultation session in their coaching programs, offering clients a free facial voucher to Enriquez Aesthetics. For every referred client that books a service, Enriquez pays Genuines 10% of the service fee, creating a consistent revenue stream for Genuines.

[*] UNIQUE SYNERGY

This partnership uniquely aligns personal development with personal appearance, tapping into the holistic growth of business leaders who value both professional and personal enhancement.

NEXT STEPS:

- 1 Genuines Coaching to create a promotional package that includes the referral vouchers for Enriquez Aesthetics.
- 2 Enriquez Aesthetics to design a special facial package for Genuines Coaching's clients.
- 3 Schedule a joint marketing meeting to plan the launch of the referral program.

17

Bluebird Health Partners

Technology

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Bluebird Health Partners works with healthcare solution providers and startups, which may include those who need enhanced skincare solutions for their clients. Enriquez Aesthetics targets individuals with chronic skin conditions, making them a valuable referral for Bluebird's clients who are looking to improve patient outcomes in skincare.

VALUE: By referring clients to Enriquez Aesthetics, Bluebird can enhance its service offerings and potentially increase its revenue through referral commissions or partnerships.

-> WHAT YOU PROVIDE (Vendor)

Enriquez Aesthetics could benefit from Bluebird Health Partners' consulting services to refine their business strategy and improve operational efficiency. As a growing luxury service provider, they may need strategic insights to enhance client engagement and retention.

VALUE: By engaging Bluebird for consulting, Enriquez can streamline operations and potentially increase revenue through better customer retention and service offerings, leading to an estimated 15% increase in client satisfaction ratings.

[!] PARTNERSHIP SCENARIO

Bluebird Health Partners can refer healthcare clients dealing with chronic skin issues to Enriquez Aesthetics for specialized skincare treatments. For instance, if a client develops a new product aimed at treating skin conditions, Bluebird could suggest that they collaborate with Enriquez for patient trials, resulting in a co-marketing opportunity that benefits both businesses.

[*] UNIQUE SYNERGY

The unique synergy lies in Bluebird's access to healthcare providers and Enriquez's expertise in skincare, allowing them to create tailored solutions for patients that combine strategy execution and luxury skincare.

NEXT STEPS:

- 1 Set up an introductory meeting between Cary Hendricks and Bianca Enriquez to discuss referral opportunities.
- 2 Create a referral program that outlines benefits for both businesses, including commission structures.
- 3 Develop a co-branded marketing piece that highlights the synergy between healthcare strategy and skincare solutions.

18

Celebrate & Smile International Steppers

Arts & Creative

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Celebrate & Smile can refer clients who are looking to improve their appearance or skin health, particularly those involved in dance or community events who may appreciate luxury facial services.

VALUE: By referring clients, Celebrate & Smile can receive a referral fee of 10% from any bookings made at Enriquez Aesthetics, which can add an estimated \$1,000 in revenue monthly if they refer 10 clients.

-> WHAT YOU PROVIDE (Collaboration)

Enriquez Aesthetics can offer exclusive skincare workshops for groups organized by Celebrate & Smile International Steppers. This collaboration can enhance the wellness and self-care aspect of the dance classes, appealing to their target audience.

VALUE: Both businesses can increase customer engagement and revenue by attracting wellness-focused individuals, potentially generating an additional \$2,000 from workshop fees per event.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics hosts a 'Glow and Dance' workshop where participants enjoy a luxury facial experience followed by a short dance class led by Celebrate & Smile. The event can accommodate 20 participants at \$100 each, generating \$2,000 for Enriquez and enhancing Celebrate & Smile's appeal as a holistic enhancement service. Both businesses can also promote the event through their respective channels, increasing visibility.

[*] UNIQUE SYNERGY

This partnership uniquely combines wellness and creativity, catering to clients' physical appearance and emotional health, providing a comprehensive approach to self-care that neither business could achieve alone.

NEXT STEPS:

- 1 Schedule a meeting between Bianca Enriquez and Tiffany Barksdale to discuss event logistics and pricing.
- 2 Develop a marketing plan including social media promotions and email newsletters to target their combined audience.
- 3 Create a feedback loop post-event to gather insights for future workshops and collaborations.

19 We buy any house

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

We Buy Any House targets individuals who may be under financial stress and need to sell their homes quickly. This demographic could also benefit from the luxury skincare services offered by Enriquez Aesthetics to help improve their self-image during a challenging time.

VALUE: By referring clients to Enriquez Aesthetics, We Buy Any House can create a positive customer experience, potentially increasing customer satisfaction and leading to referrals for their services.

-> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics serves clients with chronic skin conditions who may be facing personal financial struggles, making them potential customers for We Buy Any House. Conversely, individuals looking to sell their homes may be interested in luxury skincare services as they transition to new living arrangements.

VALUE: Both businesses can increase their customer base significantly by referring clients, potentially resulting in a 20% increase in new clients for both parties.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics can provide referral cards offering a discount on their services to clients of We Buy Any House who are in distress. For instance, when a homeowner approaches Chris Moore to sell their house due to financial issues, he hands them a referral card to Bianca's luxury skincare services, helping them feel better during a tough transition.

[*] UNIQUE SYNERGY

The unique synergy lies in the emotional support both businesses can offer their clients during difficult transitions; one provides financial relief while the other offers emotional and physical well-being.

NEXT STEPS:

- 1 Draft a referral agreement detailing the benefits for each business.
- 2 Create a co-branded flyer that outlines the referral benefits for both clients.
- 3 Schedule a meeting to discuss client profiles and how to best refer clients to each other.

20 WhitBits Cookies

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

WhitBits Cookies targets corporate professionals, who may also be interested in luxury skincare services. They can refer their clients to Enriquez Aesthetics for employee wellness programs or gift certificates.

VALUE: This referral relationship can lead to increased customer acquisition for both businesses, enhancing client offerings and creating a seamless experience for corporate professionals.

-> WHAT YOU PROVIDE (Collaboration)

Enriquez Aesthetics and WhitBits Cookies can collaborate to create a unique corporate wellness package that combines luxury facial experiences with homemade cookie gifts. This appeals to corporate professionals looking for unique employee appreciation gifts or wellness days.

VALUE:

This collaboration could generate additional revenue streams for both businesses, attracting new customers and enhancing brand visibility. For example, if they target 10 corporate clients monthly, they could generate at least \$2,500 in new revenue each.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics could organize a 'Wellness Wednesday' event where they offer mini facial experiences to employees at local companies, while WhitBits Cookies supplies gourmet cookie boxes for participants. This could be marketed as a stress relief day, with both businesses sharing the costs and profits from the event, providing a unique experience to 50 attendees and generating an estimated \$1,500 in revenue.

[*] UNIQUE SYNERGY

The combination of luxury skincare and gourmet cookies creates a multi-sensory experience that enhances employee wellness while offering both businesses a compelling story to tell to their clients. This pairing stands out by focusing on self-care and indulgence, which is a growing market trend.

NEXT STEPS:

- 1 Schedule a meeting to discuss potential event ideas and logistics.
- 2 Create a joint marketing plan targeting local corporate offices within the next week.
- 3 Develop a pricing structure for the corporate wellness package to present to potential clients.

21 Aspirations Behavioral Health Inc.

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Aspirations Behavioral Health Inc. can refer clients who are seeking physical wellness and self-care to Enriquez Aesthetics. Clients dealing with emotional stress may benefit from luxury facial experiences, creating a dual benefit.

VALUE: Potential to increase client referrals by 15%, maximizing the holistic health journey for individuals.

-> WHAT YOU PROVIDE (Referral)

Both Enriquez Aesthetics and Aspirations Behavioral Health Inc. serve clients interested in holistic wellness and self-care. Individuals seeking luxury facial experiences often value mental health support, creating a natural referral pathway between the two businesses.

VALUE: Increased client base for both businesses through mutual referrals, potentially generating 20% more clients per month.

[!] PARTNERSHIP SCENARIO

Bianca Enriquez can refer clients with chronic skin conditions seeking relaxation and self-care to Kristian Wilson for mental health counseling. In return, Kristian can direct clients experiencing stress or anxiety to Enriquez Aesthetics for rejuvenating facial treatments, creating a seamless wellness journey for clients. A joint referral program could be established, rewarding both businesses with a \$50 credit for each client referred, enhancing customer loyalty and satisfaction.

[*] UNIQUE SYNERGY

The unique pairing lies in their shared focus on overall wellness; combining skincare with mental health creates a comprehensive approach to well-being that neither could achieve alone.

NEXT STEPS:

- 1 Develop a referral program with incentives for clients who use both services.
- 2 Schedule a joint workshop on holistic wellness that includes skincare tips and mental health strategies.
- 3 Create co-branded promotional materials to distribute in both businesses' locations.

22 The P-Way Solutions LLC

Real Estate

75%

<-> Bidirectional

<- WHAT THEY 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.

-> WHAT YOU 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.

[!] 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.

23 Relax Relate & Release

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Relax Relate & Release serves veterans, many of whom might also experience skin conditions related to stress or other factors. Referring these clients to Enriquez Aesthetics can enhance their overall wellness without direct competition.

VALUE: Access to a new demographic of clients (veterans) who may benefit from skincare, potentially increasing client bookings at Enriquez Aesthetics by 15% through targeted marketing.

-> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics targets individuals with skin conditions who may also benefit from relaxation and stress relief offered by Relax Relate & Release. Both businesses can refer clients to each other, enhancing customer experience without competing directly.

VALUE: Increased customer base through mutual referrals, potentially generating an additional 20% revenue for both businesses as clients seek comprehensive wellness solutions.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics can provide Relax Relate & Release with promotional materials for their skincare services to display at the massage therapy center. In return, Relax Relate & Release can offer a discount on massages for clients referred by Enriquez Aesthetics, effectively combining facial treatments with relaxation services. This partnership can lead to an estimated \$2,000 in new revenue monthly from referrals.

[*] UNIQUE SYNERGY

The combination of luxury skincare and therapeutic massage uniquely addresses the holistic wellness needs of clients, providing a one-stop solution that enhances customer satisfaction and loyalty.

NEXT STEPS:

- 1 Create a referral program with clear incentives for clients who book services at both locations.
- 2 Design and print co-branded brochures highlighting the benefits of combining facial treatments with massage therapy.
- 3 Schedule a joint promotional event where clients can experience mini-facials and chair massages to experience both services.

24 Soulfitness Studio Health and wellness center

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Soulfitness Studio focuses on individuals looking to improve their health, which often includes those concerned about their skin due to fitness and diet changes. This creates an opportunity for Soulfitness to refer clients to Enriquez Aesthetics for skincare solutions.

VALUE: Soulfitness can enhance its service offerings by providing clients with skincare solutions, potentially increasing client retention and satisfaction by 10% through integrated wellness services.

> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics and Soulfitness Studio target similar customer demographics focused on health and aesthetics. Clients who seek wellness and fitness from Soulfitness may also benefit from luxury skincare treatments offered by Enriquez Aesthetics, creating a natural referral pathway.

VALUE: Increased customer base through cross-referrals could lead to a projected revenue increase of 15% for both businesses in the next quarter.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics could provide a special offer for Soulfitness members, such as a 20% discount on facial treatments. In exchange, Soulfitness could promote Enriquez's services in their monthly newsletter and on social media. For instance, a Soulfitness member who signs up for a wellness package could receive a free skincare consultation at Enriquez Aesthetics, driving foot traffic and conversions for both businesses.

[*] UNIQUE SYNERGY

The unique synergy lies in their mutual dedication to holistic health-while Soulfitness focuses on physical and mental wellness, Enriquez Aesthetics enhances clients' self-esteem through skincare, creating a well-rounded health experience.

NEXT STEPS:

- 1 Create a referral program that offers discounts for clients referred by each business.
- 2 Design co-branded promotional materials to share in both venues.
- 3 Schedule a meeting between Bianca Enriquez and Janice Curry to discuss collaboration logistics and marketing strategies.

25 Simple Creations By T

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Simple Creations By T can create custom gift packages that include services from Enriquez Aesthetics, further enhancing the value of their products. This collaboration can attract clients looking for unique and luxurious gift options.

VALUE: Collaboratively offering a 'Luxury Facial + Custom Gift Package' can increase sales for both businesses by capitalizing on gifting opportunities, potentially generating an additional \$5,000 during holiday seasons.

> WHAT YOU PROVIDE (Referral)

Both businesses cater to individuals looking for quality experiences or products, albeit in different areas. Enriquez

Aesthetics targets clients seeking luxury skin care, while Simple Creations By T focuses on personalized gifts for celebrations. Referring clients between the two businesses could enhance customer satisfaction and loyalty.

VALUE: By establishing a referral program, each business can tap into the other's customer base, potentially increasing revenue by 20-30% through mutual referrals.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics could provide a discount voucher for Simple Creations' custom gift products to clients who book a facial treatment. Conversely, Simple Creations could offer a discount on personalized gift items for clients who refer friends to Enriquez Aesthetics. This could lead to an increase in bookings and sales during peak seasons like holidays, creating a win-win scenario.

[*] UNIQUE SYNERGY

The combination of luxury skincare and personalized gifting targets a premium customer segment that values quality and exclusivity. This pairing enhances the customer experience by providing complementary services, making it more appealing than generic partnerships.

NEXT STEPS:

- 1 Develop a referral program with mutually beneficial discounts.
- 2 Create co-branded marketing materials for distribution in both businesses.
- 3 Set up a meeting to discuss and finalize partnership terms.

26 Connections to the Nations Llc

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Connections to the Nations targets businesses that may benefit from luxury facial experiences for employee wellness or corporate gifting. Referring clients to Enriquez Aesthetics can create a synergy where both businesses benefit from referrals.

VALUE: A successful referral could lead to at least 5 corporate clients utilizing facial services for employee wellness programs, generating an estimated \$3,500 in revenue for Enriquez Aesthetics.

-> WHAT YOU PROVIDE (Collaboration)

Enriquez Aesthetics offers luxury facial experiences that could appeal to attendees at Connections to the Nations' community fairs. Collaborating on an event where Enriquez provides mini facials or skincare consultations could enhance the fair's attractiveness and drive traffic.

VALUE: By collaborating on a community fair, Enriquez Aesthetics can reach a broader audience, potentially increasing client bookings by 20% and generating an additional \$2,000 in service sales during the event.

[!] PARTNERSHIP SCENARIO

During the upcoming community fair, Enriquez Aesthetics sets up a booth offering complimentary 15-minute skin consultations and discounted facial service vouchers. This attracts fair-goers looking for skincare solutions and positions Enriquez as a community-focused brand. Meanwhile, Connections to the Nations promotes the partnership in their marketing materials, drawing more attendees and elevating the fair's profile.

[*] UNIQUE SYNERGY

This partnership uniquely combines luxury skincare with community engagement, allowing both businesses to leverage their distinct offerings for mutual benefit while enhancing their brand visibility.

NEXT STEPS:

- 1 Schedule a meeting between Bianca and Arlene to brainstorm event logistics and offerings.
- 2 Develop promotional materials highlighting the collaboration for social media and event marketing.
- 3 Set up a system to capture leads (email sign-ups) at the event for follow-up marketing.

27 JPO Logistics LLC
Logistics

70%

-> One-way

<- WHAT THEY PROVIDE (Referral)

JPO Logistics serves shippers and owner operators, while Enriquez Aesthetics targets individuals seeking luxury skincare. Both businesses cater to different aspects of self-care and personal well-being, allowing for a non-competing referral relationship where each can recommend the other's services to their respective clients.

VALUE: Increased customer acquisition for both businesses through cross-referrals, potentially generating an additional revenue stream of 10-15% from new clients.

[!] PARTNERSHIP SCENARIO

JPO Logistics could provide referral cards to its shipping clients who might be interested in luxury skincare, while Enriquez Aesthetics could offer a discount to clients referred by JPO. For example, if a shipping client is facing skin issues due to work conditions, they might receive a 20% off voucher for a facial experience, creating a tangible reason to visit Enriquez Aesthetics, while JPO benefits from a loyalty boost.

[*] UNIQUE SYNERGY

Both businesses focus on enhancing personal well-being, making referrals feel more organic and beneficial rather than forced. This unique positioning allows for a more authentic connection between the two services.

NEXT STEPS:

- 1 Develop a referral program that includes discount vouchers for each business.
- 2 Host a joint event where clients of JPO Logistics can experience a mini-facial demo at their logistics facility.
- 3 Create co-branded marketing materials that highlight both services and distribute them through each other's channels.

28 Grayland
Real Estate

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Grayland's clients, including commercial lenders and property owners, might be interested in luxury aesthetic services to enhance their personal branding or when preparing for high-stakes meetings.

VALUE: Potentially generating an additional 3-5 clients per month for Enriquez Aesthetics, which could translate to \$1,500-\$2,500 in revenue monthly.

-> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics targets individuals with chronic skin conditions, who may also be commercial property owners or professionals needing appraisal services. Grayland serves commercial lenders and property owners, creating a natural crossover of clientele.

VALUE: Increased client leads for both businesses, potentially generating an additional \$10,000 in revenue through referrals each quarter.

[!] PARTNERSHIP SCENARIO

Bianca from Enriquez Aesthetics could refer her clients with commercial properties to Lauren at Grayland for appraisals. In return, Lauren can recommend Enriquez's luxury facial treatments to her property owners, especially those looking to enhance their personal image before client meetings or events. This could easily lead to a referral exchange of 5 clients per month, enriching both businesses.

[*] UNIQUE SYNERGY

The unique synergy lies in their targeting of overlapping clientele in different sectors; Enriquez Aesthetics addresses personal wellness while Grayland focuses on commercial property, leading to a holistic approach to client care.

NEXT STEPS:

- 1 Set up a meeting between Bianca and Lauren to discuss referral incentives.
- 2 Create a referral program where each business tracks and rewards successful leads.

- 3 Develop co-branded marketing materials to promote each other's services.

29 Free Agents Inc
Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Free Agents Inc. works with companies that may have employees suffering from chronic skin conditions or seeking quality skincare, providing a natural referral opportunity to Enriquez Aesthetics.

VALUE: Free Agents can enhance their client offerings by referring clients to Enriquez Aesthetics, potentially increasing their service value and creating an additional revenue stream from commissions on referred clients.

> WHAT YOU PROVIDE (Referral)

Enriquez Aesthetics targets individuals looking for skincare solutions, which could include employees from the companies serviced by Free Agents Inc. As Free Agents aids businesses with staffing solutions, they may encounter clients needing aesthetic services for employee wellness.

VALUE: By referring clients to each other, both businesses can increase their customer bases, leading to a potential revenue growth of 15-20% for both over the next quarter.

[!] PARTNERSHIP SCENARIO

Free Agents Inc. could refer their clients to Enriquez Aesthetics for employee wellness programs, suggesting a monthly facial treatment package. For every referral that converts, Enriquez could offer Free Agents a 10% commission on the treatment package sales, while Free Agents can enhance their value proposition to clients looking to improve employee wellness.

[*] UNIQUE SYNERGY

The unique synergy lies in enhancing employee wellness through aesthetic services, creating a holistic approach to workplace satisfaction that is not commonly offered by staffing agencies.

NEXT STEPS:

- 1 Set up a meeting between Bianca Enriquez and James Higbe to discuss referral terms.
- 2 Develop a referral brochure that outlines the benefits of aesthetic services for employee wellness.
- 3 Launch a pilot referral program with promotional discounts for the first three clients referred.

30 Big Rig Compliance Pros
Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Big Rig Compliance Pros serves truck drivers and fleet owners, who may have chronic skin conditions due to environmental stressors from their profession. Referring these clients to Enriquez Aesthetics can help improve their well-being, making it a mutually beneficial arrangement.

VALUE: By referring clients to Enriquez Aesthetics, Big Rig Compliance Pros can enhance their service offering, showing clients they care about their overall health, which could lead to increased customer loyalty.

> WHAT YOU PROVIDE (Referral)

Both businesses serve distinct but overlapping target markets. Enriquez Aesthetics focuses on individuals seeking skincare solutions, while Big Rig Compliance Pros targets truck drivers and fleet owners. The truck drivers often face stress that can exacerbate skin conditions, making them potential clients for Enriquez Aesthetics.

VALUE: By referring clients to each other, both businesses can expand their customer base and increase revenue by tapping into the client's holistic needs.

[!] PARTNERSHIP SCENARIO

Enriquez Aesthetics could provide a special discount on luxury facial experiences to clients referred by Big Rig Compliance Pros. For instance, during an event where Big Rig hosts a seminar for truck drivers, they could hand out exclusive vouchers for facials, and in return, Enriquez Aesthetics would offer a percentage of sales from these referrals back to Big Rig as a

commission.

[*] UNIQUE SYNERGY

This pairing is unique because it combines wellness with compliance, addressing both mental and physical health needs of truck drivers, which is often overlooked in the logistics industry.

NEXT STEPS:

- 1 Set up a referral agreement specifying commission percentages.
- 2 Create co-branded marketing materials highlighting the benefits of skincare for truck drivers.
- 3 Organize a joint event where both businesses can promote their services to their respective clients.