



**The Aboriginal Business Match (ABM)** connects a national network of Aboriginal and non-Aboriginal decision makers to create opportunities for business, training and employment.

#### Who

ABM offers a dynamic, national network of qualified decision makers representing Aboriginal and non-Aboriginal communities and businesses as well as select non-profit organizations and government agencies supporting business development, training and employment.

#### What

ABM connects a national network in tune with the vast opportunities and unique characteristics of Aboriginal economic and business development in two ways:

- 1. Online profiles:** ABM Delegates create detailed profiles on the ABM business matching platform. Fully searchable by conference attendee or industry focus, these profiles feature business priorities, projects and partnership opportunities as well as products and services either required or offered.
- 2. One-on-one pre-scheduled appointments:** ABM Delegates choose to meet in a confidential setting through the prepared selection of potential business matches.

#### Why

Aboriginal communities drive business development to support self-determination and ABM provides the forum to distill potential into real deals.

#### How

ABM employs sophisticated business matching technology for communities and the private sector to create up to 31 pre-scheduled appointments before they attend the show. These appointments level the playing field and keep the conversation focused and efficient and help determine next steps if a business match has been made or is possible. The 2.5-day hyper-productive experience eliminates geographic barriers, condenses time requirements and reduces costs.

#### ABM Values

ABM communities and companies want to do good business together. All delegates are willing to offer a helping hand, be a sounding board or referral service. ABM requires all delegates to offer concrete business opportunities available for discussion at the event from economic development planning to mergers and acquisitions. Every ABM Delegate agrees to respect the other's business interests and commits to active engagement in the business matching process before and during the event. Every appointment represents a potential business opportunity. Every no-show, cancellation or pending appointment request can result in a lost opportunity.

#### Results That Speak For Themselves

At ABM 2016, 98% of delegates developed key contacts anticipating post-event deals and two in five delegates signed at least one deal on the trade show floor. Preparation time invested is worthwhile. Return on investment is high.

#### Where and When

##### ABM BC North

Lheidli T'enneh Territory, Prince George, BC  
October 16 – 18, 2017, Prince George Trade & Convention Centre

##### ABM Atlantic

Wolastoqey Territory, Fredericton, NB  
October 25 – 27, 2017, Fredericton Convention Centre

##### ABM East

Robinson-Huron Treaty Territory, Sudbury, ON  
November 6 – 8, 2017, Radisson Hotel Sudbury

##### ABM Lower Mainland

Kwantlen/Stó:lō Territory, Langley, BC  
December 4 – 6, 2017, Langley Events Centre

##### ABM Prairies 2018

Treaty 4 Territory, Regina, SK  
February 26 - 28, 2018, Delta Regina

##### ABM Vancouver Island 2018

Kwakiutl Territory, Port Hardy, BC  
March 26 - 28, 2018, Port Hardy Civic Centre

##### ABM West 2018

Syilx/Okanagan Territory, Penticton, BC  
May 7 - 9, 2018, Penticton Trade & Convention Centre

##### ABM East 2018

Robinson-Huron Treaty Territory, Sudbury, ON  
August 2018

##### ABM Alberta 2018

September 2018

##### ABM Lower Mainland

Kwantlen, Katzie and Semiahmoo Territory, Langley, BC  
October 2018

##### ABM Southwest 2018 (American Business Match)

Gila River Traditional Territory, Chandler, Arizona  
December 3 to 5, 2018, Wild Horse Pass Hotel & Casino

#### How to Apply

Visit [www.aboriginalbusinessmatch.com](http://www.aboriginalbusinessmatch.com), select the event you wish to attend, and click "Apply now." Your application will form your online business matching profile, which will be reviewed by the ABM Partners Group before approval.

An important ABM goal is to benefit Aboriginal businesses and communities in the pursuit of their business priorities. We therefore accept applications from any Aboriginal community provided the applying delegate is officially mandated by the community to conduct business meetings. We also prioritize applications submitted by market-ready Aboriginal businesses and entrepreneurs.

ABM encourages non-Aboriginal communities to attend and investigate business opportunities alongside their Aboriginal counterparts. Non-Aboriginal company applications will be successful if the business opportunities offered extend beyond a "simple" customer/supplier relationship, including training, employment, and partnerships. The ABM Partners Group carefully selects exhibitors. Not all applicants will be successful.

#### For Returning ABM Delegates

If you have attended ABM in the past, your profile is in the system. On the registration page, enter the email address of your Primary ABM Delegate to retrieve and edit it.



## 2017 Registration Fees

Please note: 2018 will see a rate increase for Early Bird and Regular registration fees by \$400 each. Super Early Bird will remain the same.

			Super Early Bird	Early Bird	Regular
<b>Aboriginal and non-Aboriginal Community Decision Makers</b>	<b>Primary Delegate</b>	<i>One schedule – up to 31 appointments</i>	\$950	\$1150	\$1350
	<b>Secondary Delegate</b>	<i>Communities can add the option of a second schedule (up to 62 appointments total) at no charge.</i>	FREE	FREE	FREE
	<b>Additional Delegate</b>	<i>Communities can add the option of a third schedule (up to 93 appointments total).</i>	\$750	\$750	\$750
<b>Company Decision Makers</b>	<b>Primary Delegate</b>	<i>Small Business or Organization (up to 50 employees) One schedule – up to 31 appointments</i>	\$950	\$1150	\$1350
		<i>Medium Business or Organization (51 to 500 employees) One schedule – up to 31 appointments</i>	\$1950	\$2150	\$2350
		<i>Large Business or Organization (over 500 employees) One schedule – up to 31 appointments</i>	\$2950	\$3150	\$3350
	<b>Each Additional Delegate</b> <i>(no appointments, no booth)</i>	<i>National ABM Partners can request a second schedule at the cost of a second Primary Delegate registration (up to 62 appointments).</i>	\$750	\$750	\$750

*Booth not required as Community Decision Makers travel through the ABM exhibit from appointment to appointment.*

*Includes 10' trade show space with table, 4 chairs, garbage can and internet access.*

## Early Bird Expiry Dates and Registration Fee Payments Deadlines

	Event Date	Super Early Bird until	Early Bird until	Payment Deadline
<b>ABM Atlantic</b>	Oct 25 to 27	July 25	Aug 25	Sept 25
<b>ABM BC North</b>	Oct 16 to 18	July 16	Aug 16	Sept 16
<b>ABM East</b>	Nov 6 to 8	Aug 6	Sept 6	Oct 6
<b>ABM Lower Mainland</b>	Dec 4 to 6	Sept 6	Oct 6	Nov 6
<b>ABM Prairies 2018</b>	February 26 to 28	Nov 26	Dec 26	Jan 26
<b>ABM Vancouver Island 2018</b>	March 26 to 28	Dec 26	Jan 26	Feb 26
<b>ABM West 2018</b>	May 7 to 9	Feb 7	Mar 7	April 7
<b>ABM Southwest 2018</b> (American Business Match)	December 3 to 5	Sep 3	Oct 3	Nov 3

### Question?

Contact the Raven Events team at 1-604-483-3532 or [info@ravenevents.ca](mailto:info@ravenevents.ca).

