



ABM connects a national network of Indigenous and non-Indigenous decision makers to create opportunities for business, training and employment.

Who

ABM offers a dynamic, national network of qualified decision makers representing Indigenous and non-Indigenous 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 Indigenous 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

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 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

Communities and companies come to ABM to get deals done. ABM requires all delegates to offer concrete business opportunities for discussion at the event. These include anything from strategic planning to mergers and acquisitions. ABM Delegates are also willing to offer a helping hand, be a sounding board or referral service. Every appointment represents a potential business opportunity. Therefore, every no-show, cancellation or pending appointment request can result in a lost opportunity. ABM Delegates agree to respect each other's business interests and commit to active engagement in the business matching process before and during the event.

Results That Speak For Themselves

On average, 98% of delegates develop key contacts anticipating post-event deals and two in five delegates sign at least one deal on the trade show floor. Preparation time invested is worthwhile. Return on investment is high.

Where and When

ABM Prairies

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

ABM Vancouver Island

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

ABM West

Syilx/Okanagan Territory, Penticton, BC
May 7 - 9, 2018

ABM East

Robinson-Huron Treaty Territory, Sudbury, ON
August 27 - 29, 2018

ABM Alberta

Treaty 6 Territory, Enoch, AB
September 24 - 26, 2018

ABM Lower Mainland

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

ABM US

ABM is currently looking for a co-hosting partnership in the US, which will determine date, location and venue.

How to Apply

Visit 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.

Non-Indigenous 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.

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

ABM encourages non-Indigenous communities to attend and investigate business opportunities alongside their Indigenous counterparts.

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.



2018 Registration Fees

			Super Early Bird	Early Bird	Regular
Indigenous and non-Indigenous Community Decision Makers	Primary Delegate	<i>One schedule – up to 31 appointments</i>	\$950	\$1350	\$1750
	Secondary Delegate	<i>Communities can add the option of a second schedule (up to 62 appointments total) at no charge.</i>	FREE	FREE	FREE
	Additional Delegate	<i>Communities can add the option of a third schedule (up to 93 appointments total).</i>	\$750	\$750	\$750
<i>Booth not required as Community Decision Makers travel through the ABM exhibit from appointment to appointment.</i>					
Company Decision Makers	Primary Delegate	<i>Small Business or Organization (up to 50 employees) One schedule – up to 31 appointments</i>	\$950	\$1350	\$1750
		<i>Medium Business or Organization (51 to 500 employees) One schedule – up to 31 appointments</i>	\$1950	\$2350	\$2750
		<i>Large Business or Organization (over 500 employees) One schedule – up to 31 appointments</i>	\$2950	\$3350	\$3750
	Each Additional Delegate <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
<i>Includes 10' trade show space with table, 4 chairs, garbage can and internet access.</i>					

Early Bird Expiry Dates and Registration Fee Payments Deadlines

	Event Date	Super Early Bird until	Early Bird until	Payment Deadline
ABM Prairies 2018	Feb 26 to 28	Nov 26	Dec 26	Jan 26
ABM Vancouver Island 2018	Mar 26 to 28	Dec 26	Jan 26	Feb 26
ABM West 2018	May 7 to 9	Feb 7	Mar 7	Apr 7
ABM East 2018	August 27 to 29	May 27	June 27	July 27
ABM Alberta 2018	Sep 24 to 26	Jun 24	Jul 24	Aug 24
ABM Lower Mainland 2018	October 2018	tba	tba	tba

Question?

Contact the Raven Events team at 1-604-483-3532 or info@ravenevents.ca.

One more thing:

We are rebranding! ABM will become the **Advanced Business Match**. Nothing else will change.