

Business Development Programs



The VIB Network offers a variety of business development programs throughout the year to help the Veteran business community learn and grow. Each of the programs include outreach, and marketing to over 60,000 in our network and through our social media platforms. The VIB Network has been successful at reaching Veteran business owners and advocates from across the nation. We collaborate with our sponsors and business development facilitators to create an educational and engaging program.

Business Development Webinar Sponsor: \$2,500

The VIB Network offers a variety of business development webinars throughout the year. Your sponsorship helps fund these webinars and will be recognized as a 2021 VIB Webinar Series Sponsor. 2021 Topics Include: Legal Requirements To Hiring Employees vs. an Independent Contractor, Small Business Financing, Business After

COVID-19, Contracting/Negotiation Education, Pricing for Profitability, and Marketing/Networking Skills.

Sponsorship Includes: Recognition as a series sponsor and an opportunity to briefly share supplier information during webinar.

VIB Network Dual App: Organization Information & Conferencing/Networking: \$5,000

The VIB Network will be launching our new VIB app in 2021 that will take us to the next level in networking for Veteran businesses. This dual app will be the first of its kind for a business development organization. The app will be connected to the main website so you can easily find a VIBs, Event or Opportunity. You will also be able to use the app during the VIB Conference for agenda alerts and to

connect with VIBs and advocates. Through your connections you will be able to create your own personal directory to use throughout the year.

Sponsorship Includes: A banner ad on the app and recognition as Charter app Supporter.

Veteran 2 Veteran Business Cohorts (shared between 3 sponsors): \$8,500/sponsor

Program begins March 2021

This 6-month in-depth program is for 12 established SDVOSB/DVBE/VOSBs. Over the years the V2V program has developed and grown to meet our Veteran business leaders' needs. This program is one of our most intensive and successful initiatives. The V2V program continues to update the curriculum - with our partner Leah Nelson (DVBE) of Nelson Leadership. This program is to

help guide the established Veteran business owner in assessing their business for strategic growth and success.

Sponsorship Includes: Participation during one of the V2V Cohort Sessions, Recognition as a V2V Cohort Sponsor during the VIB Network National Conference Graduation Luncheon and Recognition in the VIB event program as a V2V Sponsor.

Micro Mentor/Protege Program (2 proteges) Sponsor: \$15,000

This program is designed to be a 6-month program with one-on-one coaching and mentoring. All proteges will also participate in 6 group sessions, which will be 90-minutes in length, held monthly; individual coaching sessions will be 60-minutes in length. This program is a mix of technical skills and performance coaching. The goal is to create a professional, profitable, selfsufficient, quality subcontractor base in the SDVOSB space. Our professional facilitator will work directly with

the sponsor to discuss objectives and goals.

Sponsorship Includes: Participation during the Micro Mentor/Protege Program, Recognition and opportunity to present during the VIB Network National Conference Graduation Luncheon and Recognition in the VIB event program as a Micro Mentor/Protege Sponsor.

Sponsor Specific Webinar: \$5,000

Are you interested in sharing information on your organization with the Veteran Business Community? We will collaborate with you to conduct and host a webinar specific to your needs. This includes marketing this webinar to our network, hosting the webinar,

conducting a post survey to attendees and sharing data.

Sponsorship Includes: Recognition as the webinar sponsor on all marketing materials.

Let's get started!



If you'd like to sponsor any of the VIB Network Business Development Programs available – or wish to create a customized program, contact Executive Director, Rebecca Aguilera-Gardiner at rebecca@vibnetwork.org or call (619) 995-1969.