

What could you achieve if you had the right agents representing your product line?

B²B Matchmaking



How do you know you've got a good partner match? What are the signs? What makes a great rep for your products or services? We navigate the complex networks of manufacturer agent groups and match you with the teams that can provide you the best regional coverage and representation for your company.

When great companies partner, the sales opportunities are endless.

01 DESIGN OF YOUR REP ATTRACTION PACKAGE

Do you have a great rep attraction package? Let us help your company stand apart from everyone else by developing a unique package to present to rep group candidates.

02 REP GROUP CONNECTIONS AND INTERVIEWS

We do the research for you and reach out to prospective groups on your behalf. We present you with a list of groups and coordinate interviews with your team.

03 CONTRACT NEGOTIATIONS AND ONBOARDING

We facilitate contract negotiations and assist in the onboarding process including rep materials, samples, trade show coordination or training needs.

04 REP TO MANUFACTURER LIAISON AGENT

The first three to six months is the most important time for a new partnership. We act as a servant liaison to both sides during this time to ensure a great launch for the team.



REP PACKAGE
CONSULTING



INTRO MEETING
COORDINATION



REP LIAISON SERVICES
POST CONTRACT

WE BUILD

Partnerships that last.