

# Ok, I'm at the EXPO

## ...Now What?

Here are some  
handy tips for  
making the  
most of this  
event!



1

### Make a plan before you start.

Know who you want to meet with and start there.

2

### Be concise when you introduce yourself and your company:

- ✓ Your name, company name
- ✓ What you sell/do
- ✓ Your XBE/diverse business classification
- ✓ Where you are in your business journey (start-up, scaling, new to Public Works, etc.)
- ✓ Your goals with each district staff member, Prime, agency, etc.

3

### Get the information you need - Ask. Listen. Take notes.

- ✓ Upcoming construction projects, bids, solicitations
- ✓ Requirements for your trade/scope
- ✓ Products: Design specs; get architects' info
- ✓ Services: Contract duration, expiration, format

4

### Don't waste time — yours or others!



Turn this card over for examples  
of questions you can ask!

The #1 tip for doing business with SDUSD? Get Registered at PlanetBids! Sign up at [tinyurl.com/SDUSD-PlanetBids](https://tinyurl.com/SDUSD-PlanetBids)

