

Minority Outreach Fair
Frequently Asked Questions (FAQs)
Friday, December 10, 2021
8:00am – 12:00pm
Live! Casino & Hotel's Event Center
7002 Arundel Mills Circle, #7777
Hanover, Maryland 21076

How do I know if I should attend this event?

The Minority Outreach Fair is intended to assist your company in identifying work and/or contractual opportunities with top prime companies and government agencies. At MWMCA, we have intentionally identified prime companies to participate as exhibitors that hire and/or contract with other companies to fulfil their current and future needs.

What can I expect to learn at this event?

Expect to get some of your questions about doing business with participating exhibitors answered. Expect to discover if your product or service is of value to the government agency and/or prime company. Expect to find out who the appropriate contacts are based on your company's capabilities.

How do I find out what exhibitors are participating in this event?

The exhibitors will consist of leading prime construction companies, utilities, educational institutions, government agencies and healthcare facilities. A list of participating exhibitors will be published by **Wednesday, November 17, 2021**.

How do I know if any of the exhibitors need my company's services/products?

If **participating exhibitors** have provided a list of current and/or future service/product/construction project needs it is linked to their company name on the **exhibitor list**. A list of participating exhibitors will be published by **Wednesday, November 17, 2021**.

I reviewed the exhibitors list and none of the exhibitors indicate that they need my company's services/products, should I still attend?

As a business representative, you know what kind of prime companies and/or government agencies would utilize the type of services/products your company offers. If you attend, you can speak with prime company/agency reps to find out if they utilize your company's services/products and who the appropriate contact person would be to follow up with to discuss.

I've selected the exhibitor's name on the exhibitor's list but there is no services/products list attached, what should I do?

If an exhibitor has not provided us with service/product/construction project needs, you can still attend to meet the company/agency representative and discover the information during the event. A list of participating exhibitors will be published by **Wednesday, November 17, 2021**.

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I reviewed the exhibitor list and am already doing business with some of the prime listed companies or have met them in the past, should I still attend?

As a company representative who is looking to increase sales, it is always a good idea to get out and meet and/or follow-up with the prime company representative you've previously met because the more you are in front of a prime company they will get to know you and remember what your company does. A list of participating exhibitors will be published by **Wednesday, November 17, 2021.**

What time do I need to arrive to the event?

The event hours are from 8:00am – 12:00pm. You may arrive any time between these hours, however we recommend you arrive earlier versus later to have adequate time to visit the **list of over 80+ participating exhibitors.**

How do I get to the Event Center and where is the best location to park?

[Select here to view Event Center Parking/Directions.](#)

What should I bring with me to the event?

You are not required to bring anything. However, it is suggested at a minimum to bring at least one of the following:

- Plenty of business cards.
- Copies of your business' capability Statement, line cards, brochures. The format should be easy to read, bullet point format is great. Keep it streamlined and to the point. The information you bring should highlight your company's qualifications and unique product or service. Emphasize your niche. Show a track record of outstanding service. List any certifications such as 8(a), MDOT, Baltimore City, Service and Disabled Veteran, etc.

Will I receive a contract by attending this event?

No contracts are guaranteed by any of the prime exhibitors participating in this event.

Which safety procedures will be in place during the event?

- Mask wearing will be required during the event.
- Hand sanitizing stations will be provided throughout the Event Center.

What should I do after the event is over?

- Follow-up. Work opportunities will not fall in your lap. We can only lead you to the work that is available.



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- Build a relationship. Make the connection with the right person. Remind them of who you are and your track record, solutions you have to issues they face, the prices you charge, etc.
- Be patient and be persistent.
- Send a thank you note, whether it is a physical snail mailed note or an e-mail.