



# Meeting Shields

## **BUSINESS PARTNERSHIP PROGRAMS**



[www.meetingshields.com](http://www.meetingshields.com)



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404-382-8020



A blurred background image showing a group of business professionals in a meeting. A woman with dark hair is on the left, and a woman with blonde hair is on the right. They are both wearing light blue shirts. In the center, a man is partially visible, also in a light blue shirt. The background is out of focus, emphasizing the text in the foreground.

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**TIERED PROGRAM LEVELS:  
PROGRAM LEVEL EXPLANATIONS**

# STRATEGIC ALLIANCE PROGRAM

A partnership where Meeting Shields, LLC & Strategic Alliance Partner exchange/combine their respective products, services, resources, capabilities, and core competencies to generate mutual interests in designing, manufacturing, or distributing of each others' goods or services. The strategic partners will maintain their status as independent and separate entities, however share the benefits and control over the partnership, and continue to make contributions to the alliance .

## WHO QUALIFIES?

CORPORATIONS, ASSOCIATIONS, & NON-PROFIT ENTITIES THAT REFER BUSINESS TO MEETING SHIELDS FOR A MUTUAL EXCHANGEABLE COMMISSIONABLE PROFIT TO THEIR RESPECTIVE ORGANIZATIONS

## BENEFITS

- Visibility as a Strategic Alliance Preferred Partner on Meeting Shields' website and other platforms promoting referral program— including social media
- Mutual Transactional push of each others products & services on all platforms for a mutually agreed return
- 6% commissionable share back to your company of total net booked business you've referred on new business opportunities to Meeting Shields
- Meeting Shield's sales teams will promote and share your products/services on all platforms including social media, in person meetings, etc. , for a mutually agreed percentage of total sale of products or services that Meeting Shields Referred to your organization
- Organizations have the option to use 1% of the commissions earned as a charitable giveback to org of your choice
- Dedicated MEETING SHIELDS corporate office representative as program liaison
- Access to MEETING SHIELDS networking events & other corporate/association partnerships & decision makers
- Ability to gain status as a preferred partner to a 100% woman/minority owned business supplier/vendor
- Strategic partnerships will also serve to help you enhance your productive capacity, provide a distribution system, or extend your supply chain. Your strategic partner may provide a good or service that complements a good or service you provide, thereby creating a synergy.



# PREFERRED PARTNERSHIP PROGRAM

LONG TERM PREFERRED PARTNERSHIPS, PROVIDING MUTUAL BENEFITS AND NEW OPPORTUNITIES IN RESPECTIVE MARKET-PLACES

## WHO QUALIFIES?

CORPORATIONS, ASSOCIATIONS, & NON-PROFIT ENTITIES THAT REFER BUSINESS TO MEETING SHIELDS FOR A COMMISSIONABLE PROFIT TO THEIR RESPECTIVE ORGANIZATIONS

## BENEFITS

- Visibility as a Preferred Partner on Meeting Shields' website and other platforms promoting referral program
- Your company has endless ability to stream-line passive profits for the organization.
- 6% commissionable share back to your company of total net booked business you've referred on new business opportunities to MS
- Organizations have the option to use 1% of the commissions earned as a charitable giveback
- Dedicated MEETING SHIELDS corporate office representative as program liaison
- Access to MEETING SHIELDS networking events & other corporate/association partnerships & decision makers
- Ability to gain status as a preferred partner to a 100% woman/minority owned business supplier/vendor



# AFFILIATES PROGRAM

The Meeting Shields Affiliate Program promotes committed Partnerships between Individuals and MEETING SHIELDS to support company initiatives and promote & produce additional business opportunities for the company. Our Affiliates will lead the action of bridging new business relationships with Meeting Shields' business development department. Although representatives will be independent marketing agents, only a certain number of affiliate positions will be considered yearly.

## REQUIREMENTS:

Potential affiliate must have an established successful business background in one of our core market segments, hospitality or education.

To be eligible for a commissioned payout, targeted business opportunities must be a NEW qualified lead, and worked in conjunction with assigned MEETING SHIELDS team member(s) .

When sharing product or content information, Affiliate will utilize only MEETING SHIELDS' approved marketing materials, emails, phone numbers, literature, etc.

## BENEFITS:

Affiliate will have access to extensive network of partnerships & platforms of Meeting Shields to enhance all selling & networking possibilities.

Affiliates earn 5% commission of net sales on all NEW Meeting Shields business leads closed, no matter the timeline of final sale.

\*Business lead cannot be recycled for new business developed from established relationships.

## KEY POINTS:

Affiliates will personally qualify each lead sent into MEETING SHIELDS on official MEETING SHIELDS referral template with all detailed information filled out and accepted by MEETING SHIELDS team member.

Affiliate will act as an agent on behalf of MEETING SHIELDS to sell MEETING SHIELDS products and services.

Affiliate work status with Meeting Shields will be recognized as an independent contractor.

# CUSTOMER REFERRAL PROGRAM

## KEY POINTS OF PROGRAM

The Customer Referral Partner Program is strictly a business lead referral transaction program that is not as binding or extensive as other partner referral programs for Meeting Shields, under the MEETING SHIELDS partner program umbrella. This program is precisely for those individuals or organizations that by means of word of mouth or networking conversations, refer opportunities to the Meeting Shields team via an official customer referral lead form.

These leads will be reviewed & further qualified by an official MEETING SHIELD'S business development department representative. Should a sale occur as a result of referred business, the individual or organization will gain a commission in the amount of 1% of the total net sale. There is no commission paid on repeat business as a result of initial referred business under this program.

Only authorized Meeting Shields' Strategic Alliance Partners, Preferred Partnerships, Affiliates, and Customer Referral Partners enrolled in the sanctioned Meeting Shields Business Partnership Programs, that possess an official W-9 on file with Meeting Shields, LLC will be eligible to receive compensation into the Meeting Shields Business Referral Programs





**KIMBERLY CORBIN,  
CMP, CDS, PCA, Covid CO  
Co-Founder & Owner**

**TWANNA RACHAL-  
WOODS  
Co-Founder**



## **A PEAK BEHIND THE SHIELD!**

With over 25 years each, in the hospitality industry on both the sales and meeting planning sides, these two C-suite hospitality entrepreneurs saw a need to help get the meetings and educational industries up and running post a global pandemic , **w/out a push to pivot to only virtual solutions.**

Their passion for servicing their hospitality clients and building profitable business relationships easily allowed them to find a way to spill over into entertainment & educational sectors, to bring both these industries back to the F2F “new normal.”

Meeting Shields is a 100% woman and minority owned protection management firm , continuing to design, create, and distribute customized products & services, to allow industries to feel safe and secure IN PERSON.

Along with their unique personal customized design process, their products and social distancing consulting divisions of their company have been recognized as a game changer to multiple vertical markets! **It's Simple: YOUR NEED + OUR PRODUCT = BENEFITS / VALUE**



Meeting Shields

# THANK YOU

DESIGNING PROTECTION, DELIVERING PEACE OF MIND



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