



The National MBE Input Committee Presents

# STRAIGHT TALK

**The Real Story on the Economy, Customers,  
Buyers, Financing ... and Opportunities for  
Your Business NOW**

**Sunday**  
**October 18, 2015**  
**1:00 – 5:00 PM**

**Aqua Salon EF**  
**Hilton San Diego Bayfront**  
**1 Park Blvd, San Diego, CA 92101**

**Open to ALL MBEs.**  
**Register now for FREE:**

<https://nmbeicmeeting.eventbrite.com>

Don't miss this must-attend session prior to the official opening of the NMSDC Conference + Business Opportunity Exchange. Experience a fast-paced exchange of ideas, frank dialog and straight-to-the-point discussions designed to make a difference for your business today. You'll walk away with actionable information, new contacts and the inspiration you'll need to make 2016 a year of breakthrough success.

## SESSION 1

### Welcome

1:00 – 1:15 PM

#### Clifford A. Bailey

CEO, TechSoft Systems, Inc.  
Chair, National MBE Input Committee

### New Opportunities to Leverage NMSDC's National MBE Network

1:15 – 1:45 PM

#### Larry Fairley

President/CEO  
Marketing Resource Solutions  
Member, NMSDC Program Committee

### An Economic Debrief: How We Got From There to Here, and How to Take Advantage of What's Next"

1:45 – 2:15 PM

#### Dr. Fred McKinney

Managing Director, MBE Programs  
Tuck School of Business at Dartmouth

### Bank of America's "Opportunity Index" and What it Means for MBEs

2:15 – 2:45 PM

#### Erika Duncan

Sr. Vice President, Supplier Diversity,  
Reporting & Analytics Manager  
Bank of America

**BREAK** (15 minutes)

## SESSION 2

### Contracts CONFIDENTIAL: The Inside Scoop on Real Opportunities NOW

3:00 – 3:30 PM

#### • Shelly Brown

Manager, Supplier Diversity &  
Business Development  
Johnson Controls, Inc.

#### • Paul Dolan

Group Manager, Sourcing Services &  
Supplier Diversity  
Target Corporation

### The Truth on How Buyers Select Their Top Suppliers - Featuring a Panel of All-Star Corporate Buyers

3:30 – 4:00 PM

#### Carlton Oneal, Moderator

Managing Partner, Light Speed, LLC

### Finding the Dollars and Making Sense of Financing and Access to Capital

4:00 – 4:30 PM

#### Roderick Rickman, Moderator

CEO, Rickman Enterprise Group, LLC

#### Panelists include:

#### • Louis Green

CEO, Supplier Success, LLC

#### • Serafin Mariel

President/COO, Business Consortium Fund

#### • Donray Von

Founder, Castleberry & Co.

### Game Changer: The Change Starts Here

4:30 – 5:00 PM

#### Clifford A. Bailey

CEO, TechSoft Systems, Inc.  
Chair, National MBE Input Committee