

# Strategic Marketing

Facilitated by: Gillette & Associates

Tuesday, Oct. 10 and Tuesday, Oct. 17



During five hours of training over two days, Disadvantaged Business Enterprises and small businesses will explore proposal best practices and other marketing strategies to help secure contracts.

## Day 1

**Oct. 10, 9 - 11 a.m.** (seminar)

**11 a.m.-noon** (networking with primes)

Training conducted in-person:

Sound Transit's Ruth Fisher Room

401 S. Jackson St. Seattle

## Day 2

**Oct. 17, 9 - 11 a.m.**

Training conducted via Video

Conferencing - instructions  
provided in advance

Participating primes:

Consultants – AECOM, HDR, KPFF Consulting Engineering

Contractors – Centennial Contractors, Flatiron Construction, Graham Construction,  
Michels Corporation, Schuchart Corporation, SNC-Lavalin, Walsh Group

**Register online at:**

**[soundtransit.org/diversity](https://www.soundtransit.org/diversity) or <https://bitly.im/6iM5T>**

*Workshop registration closes Sept. 22.*

Sound Transit's System Expansion Program outlines a 25-year sequence of planning, engineering and construction across Puget Sound. Sound Transit invest in technical assistance for DBE/SBs (Disadvantaged Business Enterprises / Small Businesses) to provide a pathway when competing on and delivering Sound Transit contracts.

**For more information, contact:**

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