



Okay, you're certified: Now What?

- The **NVBDC** is the certification entity-of-choice for veterans and service disabled veteran suppliers and the corporations wanting to engage them, **tell the world that you are NVBDC certified!!!**.
- Copy, scan and attach your certificate to emails; use our logo on your email signature block and all marketing material. Use it and display it with Pride.
- Put the NVBDC logo on your Web page and make sure your company is on Facebook, LinkedIn and other social media outlets and use our logo on those sites as well.
- Contact Corporations who have established Supplier Diversity programs and a desire to demonstrate leadership and commitment to VOB/SDVOB's suppliers and tell them you are NVBDC certified and ask them **to officially recognize your certification**.
- If they don't have VOB/SDVOB as a part of Supplier Diversity, ask them to **add** to their Purchasing considerations and supplier base!!! Tell them that with your certification they will have the ability to meet Federal Government VOB/SDVOB subcontracting requirements.
- Supplier Diversity Managers understand and respect the value proposition that **certified** diverse suppliers bring to their organization, push your NVBDC as the only independent third party National non-governmental organization (NGO) that certifies VOB/SDVOB's.
- Seek out Diversity Management as a key source to find and work with purchasing chain managers and their Tier Suppliers for subcontracting efforts.
- It is your job to add value to the Corporation Supplier Chain by doing the job on time, on budget and meeting all quality standards.
- Expect nothing but an opportunity because you are a VOB or SDVOB and remember you represent all of us, every time.
- Form teams, work as a sub, learn the corporate culture, learn their best practices policies and help your fellow VOB/SDVOB to grow once you're secure.
- Honor and respect the Supplier Diversity team for their leadership, they are our voice within their Corporations and many are the "gate keepers" to Purchasing. Give them a reason to help VOB/SDVOB's.

- The NVBDC is reaching out to States and Federal Departments to accept VOB/SDVOB's and NVBDC certification, become an advocate and help us help you.
- Contact your suppliers, let them know you are a Certified Veteran Owned Business and ask them if they are Veteran owned.
- Cultivate relationships with other VOBs/SDVOBs and tell them about the NVBDC.
- Participate in a nationwide information and referral networks and events; spread the word about being a NVBDC certified VOB/SDVOB.
- Increase your bottom line through strategic sourcing with other VOB/SDVOB's.
- **Help us shape the future success of America's Veterans by ADDING YOUR NAME, MONEY AND SUPPORT to the NVBDC.**
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