Industry Collaboration Worksheet

For manufacturers, equipment suppliers, insurers, technology firms, educators, associations and service providers.

Organization / name _____ Date _____

1 Start with one contractor need

Which contractors are you trying to help, and what should they be able to understand or do better?

2 Choose one collaboration to discuss

What small resource or activity would address that need?

Examples: a take-home handout, training follow-up, a co-branded sales resource or event coverage.

3 Define contributions and follow-through

What expertise, approved materials or staff time can you contribute? Who follows up, and what response will you track?

First discussion _____

Owner _____ **By when** _____

Discuss scope, responsibilities, rights to materials and any fee, in-kind arrangement or selected no-cost trial.

Develop the idea with 360

Open the industry hub for collaboration resources and a route to discuss your idea with Jonathan.

www.choiceroofcontractors.com/learning-center/manufacturers-leaders/#collaboration-worksheet

Discussion: www.360commercialroofing.com/collaborate/#start