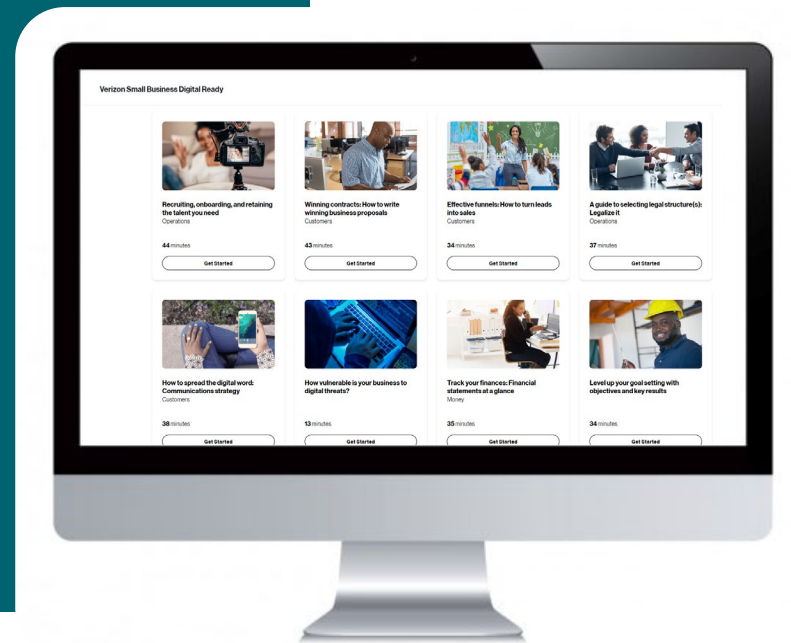


## Next Street Curriculum

Helping RILA members build a diverse pipeline of shelf-ready small businesses through educational resources designed to help suppliers succeed in the retail space.



**For almost 20 years, Next Street, a mission-driven solutions firm has helped more than 4 million small business (70% owned by People of Color) reach their potential. In 2022, our programs reached over 100,000 business owners, over 90% of whom said we provided them with information, tools, and knowledge that helped their business.**

A key to our success in helping small businesses has been providing high-quality educational resources. NXST Curriculum offers turn-key solutions that we've built in partnership with small businesses, for small businesses. Our human-centered design approach produces culturally competent and engaging learning experiences.

**A unique package created exclusively for RILA members!**

We understand the challenges that diverse-owned businesses face to becoming shelf-ready from capacity and capital to sourcing and support.

For large retailers to meet their supplier diversity goals, they need to think creatively about how to support and build a pipeline of diverse suppliers ready to do business.

## Next Street x RILA Curriculum Package

Next Street has designed a supplier diversity curriculum package tailored to help major retailers prepare brands to be shelf-ready, with 10 curated courses for suppliers, developed to address the most common challenges Black-owned brands face in becoming shelf-ready.

**Courses included cover the topics below:**

### Strategic planning

- Organizational planning
- Talent Management

### • Financial Management

- Bookkeeping and Financial Management Best Practices
- Cash Flow Management

### • Marketing and Business Development

- Determining the Best Marketing Channel
- Focusing on ROI

### • Working With Large Buyers

- Supply Chain Management
- Inventory Management
- Scalability Models
- Strategic Networking & Connecting with Large Buyers
- Writing Winning Bids and Proposals

**To learn more contact, Joan Spirytus, Director ([jspirytus@nextstreet.com](mailto:jspirytus@nextstreet.com))**

We also offer custom learning solutions in a variety of delivery formats, including live and on-demand options that can be combined with coaching and community to create holistic solutions for small business owners.

Visit [www.nextstreet.com](http://www.nextstreet.com) to learn more.

### Our Clients

