



# 3<sup>rd</sup> Annual B2B & Holiday Social

THURSDAY, DECEMBER 4, 2025

1:30 PM - 5:30 PM

THE GEORGE WASHINGTON HOTEL  
WINCHESTER, VA

[www.same.org/BlueRidge](http://www.same.org/BlueRidge)



# Pledge of Allegiance

I pledge allegiance to the Flag of the United States of America, and to the Republic, for which it stands, one Nation, under God, indivisible, with liberty and justice for all.





# Agenda

1:30 pm – Check-in; Registration begins; Sponsor table set up

2:05 pm – Welcome and Rules of Engagement (w/ intermission)

4:00 pm – Presentations conclude; Holiday Social Reception Begins

5:30 pm – Event concludes

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# National Events



# Rules of Engagement

- Bree Beal will announce each firm in order on the agenda. You can see on the schedule when it is your turn. Start coming up to the podium when the previous person starts to leave.
- You have ONLY 3 minutes. You will get a yellow warning when you have 30 seconds and red when you hit your 3 minutes. If you go over, we will cowbell you. → 🛎 ←
- All presentations will be shared afterwards on the website. Contact info for each company is in program for follow-up networking.
- 15-minute break between groups of presenters.
- Live Q&A only with government speakers.
- The follow up is up to you. You need to reach out to other firms to connect and you should be courteous and respond to those who reach out to you.



# Rules of Engagement

## FOR ALL ATTENDEES

**Listen to the speakers.** You may not see a way that you can be teaming partners but listen to WHO they want to partner with and WHICH agencies they want to break into.

- Do you know someone else that would be a good fit as a teaming partner?
- Do you have a connection at the Agency they are looking at, or know someone else who does?
- Or do you have any advice on how to start with the Agency?

**All presentations and this program will be posted** on the SAME BRP website following this program. Also look for a “document delivery” email with the links on Friday.

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