

It Takes Two to Tango: Getting the Most from Long- Term Supplier Partnerships

Quirks Conference

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Collaboration
Between:

Tiana Badillo & Jessica Broome
macys inc & Southpaw*Insights*

Who we are & how we came together



**Tiana
Badillo**

Senior Manager, Customer Experience, Macy's



**Jessica
Broome**

Founder,
Southpaw
Insights

This is a **relationship...** what makes it **work?**





Trust

the MOST
important
thing

time



actions
>
words



>



red
flags



Honesty

with each other
AND yourself



no
catfishing



know
thyself



don't be
reckless



Communication



speaking up



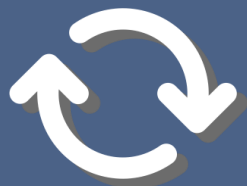
listening



don't
ghost

True Partnership

recognize and play to each other's strengths



give
& get



take the
training
wheels off

Spice It Up



be
open



take
risks



learn &
grow
together



Kindness

humans, not
transactions

