



WILCOX DOOR SERVICE INC.

Wilcox Door Service Inc. TEACHING NOTES

For educational use, here are a few probing topics for further discussion:

QUESTION 1

Why is it important for Indigenous owned businesses like Wilcox Door Service to partner with less established businesses?

QUESTION 2

How does Wilcox Door Service's focus on customer service help build stronger relationships and partnerships with clients?

QUESTION 3

What strategies did Wilcox Door Service employ to build and maintain a relationship with Amazon?

QUESTION 4

How does Zach plan to leverage existing relationships and expand the company's operations?

QUESTION 5

How can Wilcox Door Service continue to meet its growth targets in an industry that is facing labour uncertainty?