

# 2012 WORLD CAPTIVE FORUM

CONNECTING WITH THE FUTURE

## SPEED NETWORKING SESSION

Wednesday, February 1<sup>st</sup> – 11:00am – 12:00pm

Grand Ballroom, Doral Resort & Spa

### YOUR INTRODUCTION TO SPEED NETWORKING

Rather than leaving your networking to chance, this is a specific opportunity for all attendees to introduce themselves to someone they have never met, learn about what they do and share a little bit about themselves! No appointments, no emails, no problem.

In this fun event, everyone will have *five minutes* to explore synergies and real business opportunities with their chosen party – after the five minutes, the bell will ring, and you simply move on to discuss further opportunities, with yet another person you have never met! This is the ideal and most efficient way for opening those doors. This action packed hour will give you the opportunity to establish a minimum of 12 new business relationships.

### SPEED NETWORKING TOP TIPS

- Bring plenty of business cards and make sure you exchange them!
- Come well prepared – there is little time for small talk so prepare yourself by setting goals and outcomes that allow you to deliver the message you want to communicate.
- Whilst introductions are essential, remember the purpose of the event is to simply establish initial contact and open the door for future discussions.
- Remember that asking good questions is the key to getting to know someone!
- To save time, bring along a one-page document that clearly describes your company and what services and products you offer.
- Make notes on business cards collected so you will be reminded after the event of who you met and if action is required.
- Establish synergies as soon as possible!
- Make it clear if you would like a further conversation!
- FOLLOW- UP! The most important part about SPEED NETWORKING is to follow-up with the contacts you have met.

Finally, remember that SPEED NETWORKING is designed to be quick, easy and low pressure – so enjoy!