

Business-To-Business Speed Networking

We have added a new and exciting event to our already jam-packed forum agenda. On Wednesday Sept 30 at 5.30pm – 6.30pm just before the Welcome Drinks reception we will be running a Business-to-Business Speed Networking Event.

How It Works

We will be running the networking session for approx 20-30 delegates, each person will spend 2-3 minutes (depending on final numbers) with each participant.

We would ask participants to prepare a short pitch about themselves, company details and what you are looking to get out of the event. You may wish to summarise your information on paper with your contact details and give a copy to each participant to refer to after the event, after all they will have met a lot of new contacts in a short space of time, so make yourself memorable!

Benefits Of Business-To-Business Speed Networking

- ❑ The main purpose of the speed networking is to meet lots of new contacts in a short space of time saving valuable time and money
- ❑ Within a few minutes you can decide if you wish to spend more time with that person during the main forum networking events and if there is a possibility of a business relationship
- ❑ Helps maximise your time at the forum making sure you meet the people that can offer you real business opportunities
- ❑ If you take into account each participants business contacts, you are potentially connecting with hundreds of relevant industry people
- ❑ Increases your networking profile within the industry
- ❑ People like to do business with people they have met and like
- ❑ A great icebreaker, the informal format takes the awkwardness out of traditional networking, it is a fun and easy way to met a wide variety of people