

Business-To-Business Speed Networking

How It Works

We will be running the networking session for approx 20-30 delegates on Wednesday 5th at 4pm, each person will spend 3-4 minutes with as many participants as possible (depending on final numbers).

What You Need To Bring

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

- 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 and if there is a possibility of a business relationship
- Helps maximise your time at the seminar 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
- The informal format takes the awkwardness out of traditional networking, it is a fun and easy way to meet a wide variety of people

Past Events

We ran our first **Business-To-Business Speed Networking Event** at this year's International Electronics Forum in Geneva, it was a great success and enjoyed by all participants. These are just some of the comments we received:

“The B2B was a very good initiative, everyone meet each other before the forum had even started. I place on record my heartfelt thanks to Malcolm and his entire team...”
- Silicon Ventures

“In all I have probably developed 5-6 different opportunities for business continuation from this conference in addition to meeting a number of new people. So this was good!” Proveho Advisory

“ Speed Networking is very good, a rapid way to meet many people in a short period of time” – Sophia Business Angels

“ Speed Networking was a great start to the forum! Perfect for small companies to establish a network” Evatronix