

SPEED BUSINESS MEETING

The Speed Business Meeting (SBM hereafter) is a networking model which offers to each participant the possibility through several one-to-one meetings of 10 minutes to introduce himself and his company, to present his products and to explain his own targets : the research of new customers, suppliers or partners.

How does it work?

- At registration, hostesses will give to each participant a card with a number
- Half of the participants will have in addition the letter A (i.e:1A).
- The number indicate the table where two participants should sit at the beginning of the SBM.
- When the bell rings, each person has 5 minutes speaking time.
- After 10 minutes, the bell will ring again and the person with the letter A should move to the nearest table (next number in ascending order).
The person with only a number is staying at the same table during all the SBM while the person with the number 1A will move to the table 2A, then 3A, ...
- Around 7-8 meetings will be organized during the event.

Remarks: if nobody joins you at the table, you should inform the organizers who will give you a seat at another table.

Some tips to optimize your participation at the Speed Business Meeting

- Do not think only about business to business but about networking. If the person you are speaking with is not interested by your product and/or service, this person may know in his network (business, family,...) someone who could be interested.
- During the cocktail, instead of joining a group of people that you already know, do not hesitate to meet other participants.