



GUIDE TO SPEEDMEET AT TRENZ 2010

SPEEDMEET is your way of meeting the maximum amount of buyers in two and a quarter hours.

Over the course of the session each Exhibitor and Buyer will have 5 minutes per appointment – use those five minutes to introduce yourself, your products and services and understand exactly what the buyer you are meeting with is after.

If you're new to the principal of SPEEDMEET don't be daunted, do it right and follow the rules and it's easy. If you've experienced this format before there are a few things to note to make it an even more productive time.

HOW SPEEDMEET WORKS

This year we're trying something new to allow exhibitors and buyers to meet as many new people as possible outside of the structured TRENZ meetings.

- Exhibitors will access the room first and be seated in the relevant coloured zone as denoted on their ticket that will be available for collection within your registration pack at the venue. Buyers will then enter the room and take a seat in front of an Exhibitor.
- A buzzer will sound every five minutes to indicate that Buyers should move on to their next meeting. Buyers will move in a clockwise direction within the coloured zone they start in (e.g. from green seat to green seat). Don't move until your five minutes are up as it upsets the flow.
- Watch the clock: Be respectful to other SPEEDMEET participants and keep to the allocated time and move on at the end. This will ensure you get to see as many people as possible.
- Get to the point: Establish quickly whether you have mutual business interests; remember that you can always continue your conversation after the SPEEDMEET. You've only got five minutes so make them worthwhile.

If you have any questions about SPEEDMEET at TRENZ please contact Colin Yonge at Colin.Yonge@tlanz.org.nz