



NYSBCA 2023 Annual Convention | Resorts World Catskills | OCTOBER 19-20

# SPEED NETWORKING WITH Suppliers & School Bus Contractors Session

FRIDAY, OCTOBER 20, 2023 | 2:15 PM – 3:00 PM

**The speed networking event aims to allow Suppliers to connect one-on-one with (3) Contractors to give your elevator pitch in 11-minutes to open the door and build a connection for further discussions. This is a fast-paced networking event. The Supplier's responsibility is to be prepared beforehand on how you want to maximize your time for each one-on-one session.**

## SPEED NETWORKING SCHEDULE

45 Minutes

- 2:15 - 2:19 PM | Kick-Off Intro (4-minutes)
- 2:19 - 2:30 PM | 1st 11-Minute Session
- 2:30 - 2:34 PM | switch (4-minutes)
- 2:34 - 2:45 PM | 2nd 11-Minute Session
- 2:45 - 2:49 PM | switch (4-minutes)
- 2:49 - 3:00 PM | Last 11-Minute Session

## HOW THIS WILL WORK!

- Suppliers who want to participate must notify NYSBCA via email ([tammy.mortier@nysbca.com](mailto:tammy.mortier@nysbca.com)) no later than **Friday, October 6th**.
- You will NOT be able to sign up for this after October 6th. No on-site requests to participate as this requires pre-planning to coordinate.
- **Monday, October 9th**, you will be emailed the attendee registration list to review.
- **Wednesday, October 11th**, Suppliers participating will send an email to NYSBCA with a list of (10) contractors ranked (1) through (10) on who you would like to speak with during the networking event. One (1) is the top contractor you would like to talk with. There are no guarantees we can accommodate all requests, but we will do our best to make appointments based on the order of your rankings.
- **Monday, October 16th**, you will receive an email with the (3) contractors you will be meeting with at your supplier display table on Friday, October 20th starting at 2:15 p.m. to give you time to prepare your talking points in advance.
- **Friday, October 20th**, Suppliers MUST be at their table ready to go by **2:15 PM sharp!**
- Suppliers can convert their table how they choose for your conversation with contractors. This is on the Supplier to figure out in advance. You will receive a 6' table with (2) chairs. The Supplier must bring or work with the hotel in advance if you want anything else. This is an informal session for a quick networking opportunity for Suppliers. If you want to order anything through the hotel for your table, please reach out to **Megan Petty at [mpetty@rwcatskills.com](mailto:mpetty@rwcatskills.com) or (845) 428-7200 x1158**.
- To make this a beneficial opportunity, participating suppliers must be prepared and follow the instructions provided.

*NYSBCA put this opportunity together to offer Suppliers a chance to have additional exposure with school bus contractors and as a thank you for supporting our Annual Convention. If you have questions reach to NYSBCA at [tammy.mortier@nysbca.com](mailto:tammy.mortier@nysbca.com) or (518) 217-2505.*