

It's not a
tradeshow...
not even close

**Two Days of Guaranteed
Meetings & Networking**
WITH PRE-QUALIFIED FACILITY DIRECTORS

**Higher Ed
Summit**
Facilities ™

NOVEMBER 2024

The Higher Education Facility Summit is a unique experience where you'll spend two days meeting with College and University Facility Directors you want to meet, and who are interested in meeting with you. There are no booths, no hassles—and best of all—no hoping that you get to meet a decision-maker.

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HigherEdSummit.com

Higher Ed Summit Facilities



The perfect prospect match starts here!

The Higher Education Facility Summit is your proven way to engage with decision-makers. It is a unique event where you will share two days of private meetings and social activities with interested directors in the collegic facility community.

HOW IT WORKS

We screen and interview all High Ed Facility Director applicants to understand what they need, what they want, and then provide a travel allotment for them to attend. It's a qualification process you won't find at any other industry event.

- ✓ You and your prospects will be matched with a custom agenda of meetings
- ✓ You will receive profiles of each prospect including their acquisition plans for the next 6 to 18 months
- ✓ Prospects will receive a description of the capabilities you provide

OUR PROPRIETARY MATCHING SYSTEM WILL GENERATE YOUR PERSONALIZED AGENDA

WHAT TO EXPECT

Small group presentations

One-to-one meetings

Matched meals and memorable social activities with the prospects you want to meet, and who want to meet you

"I was impressed with the quality of people from a personal and professional standpoint. By the end of the 2-3 days, I felt I had really connected with some people and also garnered some great business leads."

SUPPLIER PARTICIPATION SPOTS ARE LIMITED

To ensure that the directors and are seeing the range of products they've come to source within the 48-hour time frame, we limit the number of suppliers and product categories at our event.

- ✓ Your competition is also limited
- ✓ Take this opportunity to condense six months of sales meetings into two days of highly-focused meetings with the right decision-makers
- ✓ Don't miss out – reserve your space today

A Custom Agenda of Guaranteed Meetings

At the Higher Education Facility Summit, you will engage with participants who applied for admission. These attendees have been interviewed, vetted, and are actively seeking your solutions. Due to the unique format of this event, there is little time when you are not engaged in guaranteed meetings with decision-makers. By participating, you will meet and work with these high-quality prospects in a way that drives your business like no other event.



48 HOURS OF TIME WELL SPENT

Wednesday

- 12:00 - 5:00 p.m. Summit Check-In
- 5:30 - 6:00 p.m. Summit Orientation
- 6:00 - 9:00 p.m. Opening Night Matched Dinner followed by Night Cap

Thursday

- 7:30 - 8:30 a.m. Breakfast
- 8:35 - 10:20 a.m. Small Group Presentations
- 10:20 - 10:40 a.m. Coffee & Refreshment Break
- 10:40 - 11:50 p.m. Small Group Presentations
- 12:00 - 12:55 p.m. Matched Networking Luncheon
- 1:00 - 1:55 p.m. Interactive Roundtable Discussions
- 2:00 - 3:40 p.m. Small Group Presentations
- 3:40 - 4:00 p.m. Afternoon Refreshment Break
- 4:00 - 5:10 p.m. Small Group Presentations
- 6:15 - 9:15 p.m. Demo & Display Cocktail Reception followed by Evening Dinner

Friday

- 7:30 - 8:30 a.m. Breakfast
- 8:40 - 11:55 a.m. One-to-One Meetings
- 12:00 p.m. Airport Departures Begin

"The format was outstanding and used time wisely for both decision makers and vendors to meet and interact in a mutually beneficial capacity. It was a refreshing experience for someone who has been in the field of collegiate recreation for over 20 years. Rejuvenating!"

— Tia Freiburger,
Towson University



"I...found real value in the connections I was able to make both with colleagues who I had not met before as well as vendors who had products and services that we can utilize to enhance our program."

-Andrew Havrisko, Rowan University

"The Summit exceeded my expectations in every way! The small group format and having the opportunity to get in front of vendors for frank and open discussion is something that is not possible at a large conference."

- Scott Levin, University of Miami (FL)



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