

Suite Exhibitors:

Tips for hosting potential buyers

Your private suite allows you the flexibility to welcome potential buyers in the way you are most comfortable! We recommend taking advantage of the amenities offered in your suite to create a warm, welcoming environment to buyers.



Some ideas to consider:

- Offering tea & coffee and snacks (prepared in your kitchenette)
- Setting up a "negotiation table" either in the kitchen or the living room space of your suite
- Exhibitors are invited to rearrange room furniture to their liking, so long as it is returned to the original places by show move-out time and no damage is done to the walls or floors
- Making use of your room TV's USB function to upload high quality product images, display ideas, or price lists to be on display
- Set up another meeting for a less busy time of the weekend - since all buyers and exhibitors are staying in the same hotel complex, planning to meet up for longer discussions with buyers outside of show hours is feasible. Coffee in the buyers' lounge, breakfast, and our Saturday evening networking event are all great opportunities to get extra face-time with buyers staying in the hotel complex.