

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



# Two Days of Guaranteed Meetings & Networking

WITH PRE-QUALIFIED PARKS AND RECREATION DIRECTORS



## THE PARKS & RECREATION SUMMIT

**APRIL 22 - 24, 2020**  
**SCOTTSDALE, ARIZONA**

*There are no booths, no hassles— and best of all—no hoping that a decision-maker walks down the aisle to stop by. The Parks and Recreation Summit is a unique experience where you'll spend two days meeting with Commissioners and Directors you want to meet, and who are interested in meeting with you.*

CONTACT  
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**RecreationSummit.com**



# Two Days With Pre-Qualified Decision-Makers

## IT'S NOT A TRADE SHOW . . . NOT EVEN CLOSE

The Parks and Recreation Summit is your new way to engage Recreation Directors from communities across the country. There are no booths, no hassles—and best of all—no hoping that a decision-maker walks down the aisle and stops by. The Summit is a unique experience where you'll share two days of private, interactive meetings and social activities with pre-screened buyers you're interested in meeting, and who are interested in meeting with you.

## YOU'LL MEET PRE-SCREENED DIRECTORS WHO ARE LOOKING FOR SOLUTIONS

Commissioners and Directors come to our Summits because they want to make smart buying decisions. They're looking to learn about the latest products and solutions in the marketplace in a friendly, engaging and organized way. The Summit team screens and interviews all applications to understand their needs then filters out the unqualified, resulting in an influential group of Directors. It's an exclusive experience that's unlike anything else in the marketplace!

***Directors come open-minded, excited to be there and ready to engage!***

## AN END-TO-END SOLUTION THAT'S ALL INCLUSIVE

The Summit takes the hassle out of participating in events. We take care of just about everything so you can focus on meeting prospects — not meeting planning. Book your flights, grab your product and then focus on making those important connections. Your resort rooms, airport transportation, all meals, a/v, small group meetings, one-to-one meetings, special events, and yes, even the bar tab —are all included. There are no booths, no exhibitor manual or additional fees!

## SUPPLIER PARTICIPATION SPOTS ARE LIMITED

To ensure that the Directors are seeing the range of products they've come to source within the 48-hour time frame, we limit the supplier number and product categories at our event. This means your competition is also limited. Our events do sell out so take this opportunity to condense six months of sales meetings into two days of highly focused meetings with the right decision-makers.

*"I had no idea of what to expect, and I was hopeful that your organization would deliver on what you promised. Well, you indeed delivered, and delivered in a big way. Well done to you and your staff on an innovative way to bring us together with high quality prospects".*

— Robert Criste,  
Director of Sales



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Scottsdale, AZ

# A Custom Agenda of Guaranteed Meetings

You'll walk into the Parks and Recreation Summit with a custom agenda of meetings. You'll have seen a complete profile of every director including their acquisition plans for the next 6 to 18 months. They'll have seen a description of the capabilities that you provide. Our proprietary matching system will then generate a personalized agenda that includes boardroom presentations, one-to-one meetings, matched meals and memorable social activities with the prospects you want to meet, and who want to meet you. Below is the agenda that'll make you say your time at the Summit was **"Time Well Spent!"**

## 48 HOURS OF TIME WELL SPENT

### Wednesday

- 1:00 - 5:00 p.m. Summit Check-In & Welcome
- 5:30 - 6:00 p.m. Summit Orientation
- 6:00 - 9:00 p.m. Welcome Reception and Dinner followed by Wine & Cigar Bar

### Thursday

- 7:30 - 8:30 a.m. Directors' Roundtable Breakfast
- 7:30 - 8:30 a.m. Supplier Breakfast
- 8:45 - 10:20 a.m. Small Group Presentations
- 10:20 - 10:40 a.m. Coffee & Refreshment Break
- 10:45 - 12:20 a.m. Small Group Presentations
- 12:20 - 1:20 p.m. Networking Luncheon
- 1:30 - 2:20 p.m. Interactive Roundtable Discussions
- 1:55 - 3:30 p.m. Small Group Presentations
- 3:30 - 3:50 p.m. Chocolate Break
- 3:50 - 5:00 p.m. Small Group Presentations
- 6:00 - 9:00 p.m. Cocktails and Outdoor Product Display followed by Special Evening Dinner

### Friday

- 7:15 - 8:15 a.m. Directors' Peer-to-Peer Breakfast
- 7:15 - 8:15 a.m. Supplier Breakfast
- 8:25 - 12:00 p.m. One-to-One Meetings
- 12:30 p.m. Lunch & Airport Departures Begin



*"I like the time to get to know the directors and build relationships. It makes it much easier to follow up after the event vs typical trade shows where they really don't remember you."*

— Aaron Griffith,  
Professional Development Manager



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