

iGlobal Forum

# 1-2-1 MEETINGS CONCIERGE SERVICE: Onboarding Guide

Our dedicated meetings concierge team pre-arrange and schedule your targeted meetings, so you can get in front of your partners and clients to: **discuss business, connect and deliver demonstrable return on investment.**

 [www.iglobalforum.com](http://www.iglobalforum.com)



“ iGlobal Forum’s Independent Sponsor Summit is a great event with lots of senior-level decision makers from lower middle market firms. The great turnout always leaves me with new value-added relationships so I can continue to grow my network and deal flow. ”

**Douglas Lancey, Managing Director,  
Tamarix Capital Partners**



# Facilitating Your Deal Progression Beyond Our Events

## BENEFITS OF THE 1-2-1 MEETINGS CONCIERGE SERVICE

» Our dedicated concierge service allows you to schedule meetings pre-event, helping you build relationships and secure deals with active independent sponsors, capital providers and institutional investors.

### We help you to:

- » Communicate your message to senior decision-makers
- » Engage with peers
- » Develop new relationships
- » Make a difference to your business
- » Expand existing connections
- » Promote your business

At iGlobal Forum we deliver tangible and measurable outcomes that directly contribute to the success and growth of clients. With our commitment to excellence backed by our Risk-Free policy, we guarantee your satisfaction.



### WE DO THE FOLLOWING:

1. Send you the delegate list before the event
2. Send the meeting requests on your behalf
3. Connect you with attendees who want to meet with you
4. Provide a summary of your meeting schedule pre-event
5. Provide onsite meeting support
6. Assist post-event with any further connections required

2000+  
Pre-arranged  
business  
meetings



High-quality  
networking with  
a high-quality  
audience



500+  
Elite financial  
stakeholders



Allows clients  
& prospects to  
request meetings  
with you



# 1-2-1 MEETINGS PROCESS



-  **1 5 WEEKS OUT** – Our dedicated Connectivity Manager sends you and your team the delegate list, 1-2-1 meeting request form and suggested companies to meet.
-  **2 4 WEEKS OUT** – You identify who you want to meet within your meeting allocation and our Connectivity Manager approaches these key contacts to set up your 1-2-1 meetings.
-  **3 3 WEEKS OUT** – Once a contact confirms the meeting, our Connectivity Manager will connect all parties over email to arrange the meeting.
-  **4 3-1 WEEKS OUT** – Our Connectivity Manager will continue to follow up with your pending requests on a daily basis.
-  **5 DAY BEFORE EVENT** – Our Connectivity Manager sends you your confirmed meeting summary.
-  **6 DAY OF EVENT** – Our Connectivity Manager provides on-site 1-2-1 meeting support.

# On-Site 1-2-1 Meeting Management



## 1-2-1 MEETING HELP DESK

Dedicated on-site Connectivity Manager to assist with all your meeting requests/confirmations.



## ON-SITE INTRODUCTIONS

If there is an attendee you would like to meet, our Connectivity Manager will organize informal on-site meetings.



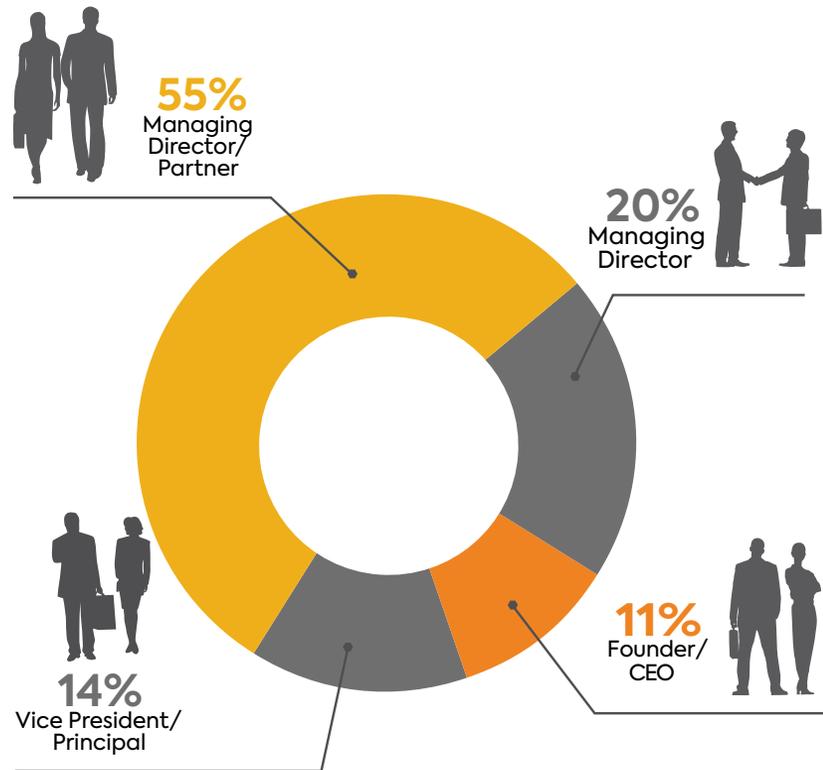
## ONLINE NETWORKING APP

Request up to x10 meetings and accept an unlimited number of meeting invitations from other participants before, during and after the event.

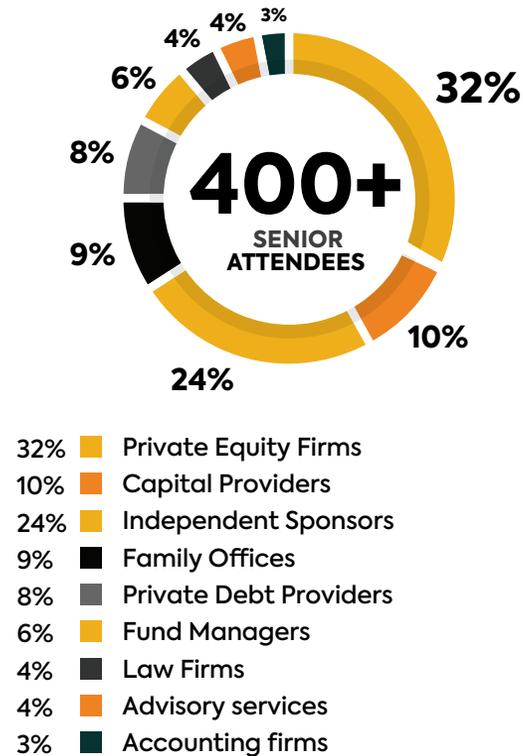


# 1-2-1 Meetings Concierge Service: Insights From Our Previous Event

## ATTENDEE BREAKDOWN BY JOB TITLE:



## ATTENDEE BREAKDOWN BY SECTOR:



## INDUSTRIES REPRESENTED INCLUDE:

- Agriculture & Environment
- Automotive & Transportation
- Consumer Products & Services
- Energy & Utilities
- Financial & Business Services
- Healthcare & Life Sciences
- Industrial & Manufacturing
- Media & Technology
- Specialized Categories
- Emerging & Niche Markets
- Education & Real Estate

# What Our Clients Say About Us

“ I would absolutely tell people to come particularly folks in my shoes that are trying to develop their network of capital providers and also trying to meet other independent sponsors. ”

**Nick Barker, Partner, Longhouse Partners**

“ Everything from accounting firms to the lawyers, to the private equity firms and independent sponsors, it's a really great place for you to meet some folks who are within your ecosystem. ”

**Nanette Heide Partner, Duane Morris**

“ Is a really good mix of Capital Providers and independent sponsors. Interesting topics but also high-quality attendee base. ”

**Nikolas Miller Director, Prudential Private Capital**



“ The well-structured sessions and networking consistently uncover potential partners, making this event a valuable platform for our business development. ”

**Paul Oris Senior Associate, Tecum Capital**





iGlobal Forum

# 1-2-1 Meetings Contact

## QUERIES ABOUT YOUR SPONSORSHIP



**Roger Kowalski**

Head of Sales

E: [roger@iglobalforum.com](mailto:roger@iglobalforum.com)

T: +1 (212) 752-7760 ext. 709

M: +1 (212) 772-1396

## 1-2-1 MEETINGS CONNECTIVITY COORDINATOR



**Chad Moir**

Connectivity Manager

E: [Chad.Moir@GlobalBankingMarkets.com](mailto:Chad.Moir@GlobalBankingMarkets.com)

T: +27 (0)71 885 4380

[www.iglobalforum.com](http://www.iglobalforum.com)