



Present

MODEX

New Exhibitor Web-Briefing

How to Have a Positive and Profitable Exhibiting Experience

Participant Learning Objectives

This briefing will...

1. Provide new exhibiting companies with important information about MODEX, our attendees, and the ins and outs of exhibiting.
2. Inform about important resources and support available from MODEX.
3. Present 5 critical exhibiting success factors.
4. Help you calculate your potential sales opportunity.
5. Present 10 big mistakes new exhibitors should avoid.

Exhibitor Support Team At Your Service

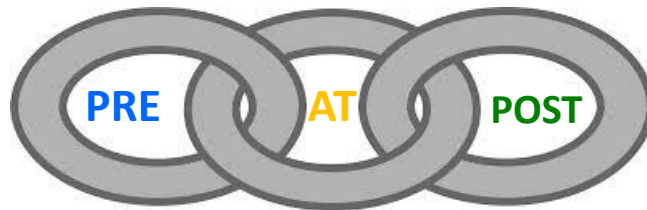
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The Average Exhibitor...

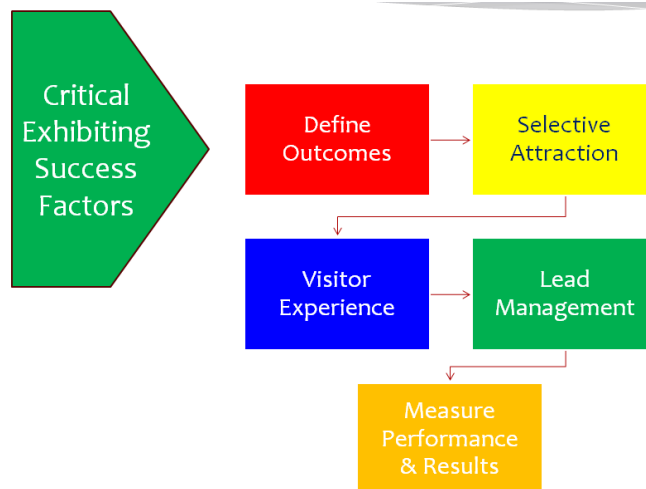
- Spends 95% of pre-show time on _____ & operations.
- Focusing almost exclusively on logistics only guarantees your booth, products and people show up.
- It doesn't guarantee that you will get anything from the big investment of time and money.

Three Links of the Tradeshow Chain

- Not just _____ days!
- At least _____ months!



To Generate Value & ROI Focus on 5 Critical Exhibiting Success Factors



To Generate Value & ROI **Focus on 5 Critical Exhibiting Success Factors**

1. **OUTCOMES:** Define what success looks like after the show, set clear goals and create workable action plans that support your sales, marketing, and CRM objectives and take advantage of opportunities MODEX presents.
2. **SELECTIVE ATTRACTION:** Identify your target visitor, create your value proposition, and use targeted pre & at-show marketing to attract enough of the right people to your exhibit.
3. **VISITOR EXPERIENCE:** Synchronize your booth, product demo and staff to deliver an interactive, quality visitor experience that secures a commitment to a next action with qualified visitors.
4. **LEAD MANAGEMENT:** Identify what criteria you need to qualify, develop a questions process and tool your staff uses to capture leads, then follow-up.
5. **MEASUREMENT & LEARNING:** Use a simple set of performance, value and ROI metrics to measure your performance and results. Learn from the experience.

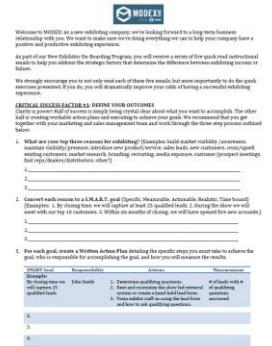
Calculate Your Potential Sales Opportunity

	<u>Example</u>	<u>Participant</u>
• Exhibiting hours	26	_____
• Booth staff	x 2	_____
• Interactions/hr/staffer	_____ x 3	_____
➤ Total Interactions	156	_____
• % convert to lead (25%)	39	_____
• % leads convert (20%)	8	_____
• Minimum/average order	x \$25,000	\$ _____
➤ POTENTIAL SALES OPPORTUNITY	\$200,000*	\$ _____

***Please note:** This example teaches a formula you can use to estimate your potential results. It is NOT a guarantee of performance. Individual results vary based on several factors, such as exhibit size, quality and salability of products, how well you market your booth to drive traffic, booth staff performance, lead follow-up, and many other factors.

New Exhibitor On-Boarding Program Helps You Focus on What Really Matters

- Five timed instructional exercises guiding you through strategic factors determining the difference between exhibiting success or failure.
 1. 1/17/18 - Define Your Outcomes
 2. 1/31/18 – Identify & Attract Your Ideal Visitor
 3. 2/14/18 - Manage Your Visitor Experience
 4. 2/28/18 - Manage Your Leads
 5. 3/14/18 - Measure Your Performance and & Results



➤ **Watch your email on these dates & DO the exercises!**

- Planning tools and content available online on the New Exhibitor On-Boarding web page:
 - Strategic Exercises addressing 5 critical success factors
 - Exhibiting Cost Control Tool
 - 16 Week Tradeshow Planning Tool
 - Exhibit & Financial Performance Metrics Tool
 - Re-playable High Content Webinars on:
 - ✓ Selective Attraction: How to Attract Enough of the Right Attendees to YOUR MODEX Exhibit
 - ✓ Managing the Visitor Experience: How to Better Meet Supply Chain Professionals’ Needs Through In-Booth Experiences
 - ✓ Managing Leads and Measuring Exhibiting Results: How to Improve Lead Quality, Sales Conversion and Measure Performance and ROI



- At-Show E3 Exhibit Effectiveness Evaluation
 - Between April 9-11, during open exhibit hours
 - A tradeshow expert will visit your exhibit and assess overall effectiveness in three areas: 1) Exhibit Presentation, 2) Product/Service Presentation, and 3) Exhibit Staff
 - Shortly after the show you’ll receive an email report with scoring on 21 factors, spotlight on areas of effectiveness/ineffectiveness, compares your scores to show averages by booth size and to all exhibitors evaluated.



Who Attends MODEX?



What Do MODEX Attendees Want?

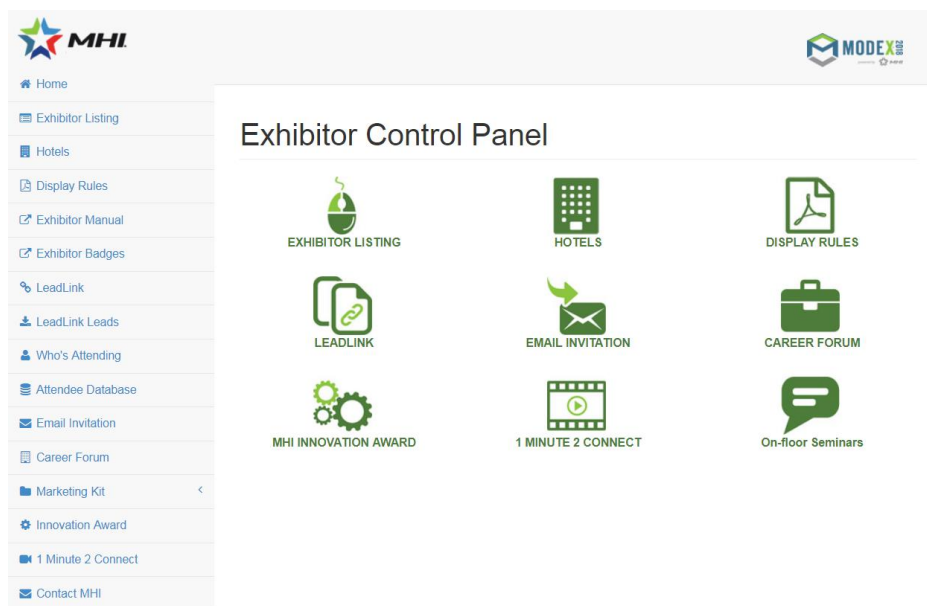
- To see _____ products and developments.
- Focused, relevant, and informative _____ communications to help them plan their visit.
- Information and interactions on-site that allow them to better understand and easily compare products and services.
- Interactive displays and presentations showing products in the real world setting demonstrating performance and quality.

How Do Attendees Behave?

- Tend to **plan ahead**, set agendas and visit booths with products/services that support their current and future interests and needs.
- Look forward to _____ interactive experiences.
- Have a low tolerance for promotions and exhibits that are all sizzle, no **substance**.

Exhibitor Service Kit

- Available online: <http://exhibit.mhi.org/>



Greg's Suggestions for First-Time Exhibitors

1. Plan, prepare and use pre-show marketing. Target the right audience for your product/service. Promote with the FREE and/or paid marketing opportunities.
2. Use the Email Invitations to invite your customers/prospects to visit you and provide them with free registration!
3. Don't assume your orders have been received. Before you leave for the show, check with GES, check with the show organizer, check with your shipping company. Correcting mistakes on the show floor is time consuming and can be expensive.
4. You and your entire team should visit the FREE New Exhibitor On-Boarding web page to learn new exhibiting skills.
5. Keep your contact information current.
6. Call us with any questions!

10 BIG Mistakes to Avoid

1. Failure to read the Exhibitor Service Kit.
2. Unrealistic _____.
3. Failure to set exhibiting goals.
4. Failure to pre-market their exhibit.
5. _____ exhibit design and/or layout.
6. Not enough thought given to product/service presentation.
7. Improper _____ behaviors.
8. Taking booth down before the show closes.
9. Poor lead capture and/or follow-up.
10. Lack of time perspective in evaluating show results.

Learn from Every Show and Stay Committed

- Make time to walk the exhibit hall and _____ successful exhibitors.
- Attend educational sessions and social/networking events.
- Do a post-show report and identify _____ learned so you can do even better at your next show.
- Be patient! It takes time to build a masterpiece. Learn, apply, and stay committed and success will come.

Get Ready for a Positive & Profitable Exhibiting Experience!

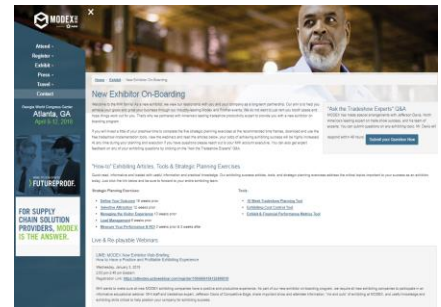
- MODEX is one of your most effective marketing and sales media, when done properly.
- MHI gives you the resources, support and access to be as successful as you want to be.
- Use what you learned in this briefing and take advantage of the knowledge resources on the New Exhibitor On-Boarding web page.
 - <https://www.modexshow.com/exhibitors/onboarding.aspx>

Three most important ideas I learned from this session were:

1. _____
2. _____
3. _____

MHI Commitment to Exhibitor Value, Knowledge & Success

- New Exhibitor On-Boarding Web Page:
 - Re-playable Webinars
 - 3 Downloadable Tools: 16 Week Planning Tool, Cost Control & ROI Calculator and Exhibit & Financial Performance Metrics Tool
 - Strategic Planning Exercises
 - Ask the Tradeshow Experts Email Q&A
- Bookmark, Share and Access at:
 - <https://www.modexshow.com/exhibitors/onboarding.aspx>
- ShowPro Live Exhibitor Workshop
 - Chicago, December 6, 2017
 - Topical Peer-to -Peer Roundtables
 - Educational Sessions... and a whole lot more!



About Your Expert Presenter **Jefferson Davis, President, Competitive Edge** **The Tradeshow Turnaround Expert™**



Jefferson is President of Competitive Edge, a highly-specialized consulting and training firm on a mission to *inspire, lead* and *direct* businesses on how to more effectively use exhibiting to visibly support core business objectives and generate measurable financial value, far beyond cost.

His mission is achieved by challenging companies to re-evaluate limiting perspectives about exhibiting and getting them focused on precision execution of five critical exhibiting success factors.

Jefferson is a results-focused, process-based, passionate visionary and creator of game changing exposition industry programs including: the acclaimed Tradeshow Turnaround Program, E3 Exhibiting Effectiveness Evaluation program, Exhibitor Success & ROI Center program.

His Tradeshow Turnaround philosophy and practices are the exposition industry's definitive guide to quickly turning tradeshows from "*expensive appearances*" to "*productive, profitable investments.*"

Over the course of 30 years of on the floor exhibiting experience, he's identified a clear set of empowering results-focused perspectives, and backed them up with specific, process-based strategic practices, his training and consulting services have helped clients generate over \$750,000,000 in combined results.

No other tradeshow consulting or training firm can speak to results like this.

Jefferson's client list read like a "who's, who" list in the exposition industry. Since 1991, he's been selected as the tradeshow expert of choice by over 270 Association and for-profit show organizers. He's a faculty member of EXHIBITOR Show. He's delivered over 500 live seminars and workshops, over 700 webinars reaching over 250,000 exhibitors, and his E3 team has evaluated over 20,000 exhibits in action.

Jefferson's corporate clients span almost every industry and have included industry leaders like Alcoa, AMX, Aramco Services Company, Assurant Property Services, BOC Gases, Brivo Systems, Corporate Express, Covidien, Doosan Portable Power, Egemin Automation, Enshu USA, Essilor, Heidelberg, Honeywell, Huber Technologies, Jungheinrich Lift Trucks/MCFA, McLanahan, McQuay International, Merial, Merz Aesthetics, Nestle-Purina, Ocean Mist Farms, Panasonic, Parker-Hannifin, PCCA, Reichert Ophthalmic, Scholle, SteelKing, Tennant Company, Tesco, Trelleborg Life Sciences and Wheel Systems, US Surgical, and many, many more.

**Jefferson is available to personally help companies implement the
Tradeshow Turnaround philosophy and practices.
Call 800-700-6174 in the US or 704-814-7355 and visit
www.tradeshowturnaround.com**