

Joint Business Planning Opportunity! Strategic Collaborative Exchanges



Education: May 10 – 13, 2010 • Exhibit Floor: May 11 – 13, 2010
Mandalay Bay Convention Center • Las Vegas, Nevada

Build Business, Achieve Operational Excellence.

FMI 2010 provides a new opportunity for senior level executive retailers, wholesalers, independent operators, manufacturers, suppliers and service providers to interact in focused business meetings and lay the groundwork for business-building opportunities.

Strategic Collaborative Exchanges – 45 minute private meetings between business partners for discussing strategic, long-term goals.

Participants come prepared to review company strategies, goals and long-range plans through online scheduling and advanced preparation. Strategic Collaborative Exchanges provide the opportunity for private, in-depth discussions and presentations. Participants will enhance trading partner relationships through goal-setting and follow-up.

Make Strategic Collaborative Exchanges work for you:

FORMAT

- Private meeting venues on the exhibit floor.
- Each meeting is 45 minutes in length, with approximately 15-minute breaks between meetings.
- Meetings are hosted by participating manufacturers, suppliers and service providers.
- Participating senior manufacturers, suppliers and service providers arrange private appointments directly with each other and agree to agendas in advance focusing on core issues and opportunities:
 - Sustainability
 - Health & Wellness
 - Private Brands
 - Consumer Insights
 - Technology
 - Leadership
 - Other

SCHEDULE

MONDAY, MAY 10 • 8:00 am - 2:00 pm

TUESDAY, MAY 11 • 8:00 am - 5:00 pm

WEDNESDAY, MAY 12 • 8:00 am - 12:00 pm

- Appointment scheduling is facilitated by FMI's online scheduling tool.

PREPARE

- Plan agendas with your team in advance of scheduling.
- Bring your leadership responsible for all areas of core issues.

SHARE

- Once schedules are set, communicate desired agendas and goals with your trading partners.
- Be specific to ensure agreed-upon topics will maximize your valuable meeting time.
- Identify key opportunities for improving and resolving key business issues.

FOLLOW UP

- At the meeting, agree on specific action items that require continued discussion.
- Assign individuals responsible for following up.
- Set realistic timelines for results.

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