

# Speed-Matching Breakfast Session

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**Date:** Wed., January 23, 2012, 7:30 a.m. to 8:45 a.m., prior to the [Norfolk County Economic Development Symposium](#).

**Location:** Port Dover Community Center, St George Street, Port Dover.

The Speed-Matching session is designed for participants to connect with new business contacts face-to-face, respectfully and efficiently. This structured networking model is used in many industries, such as motorcoach tourism sector.

•• **Registration for Speed-Matching is now closed, but [Symposium Registration is still open](#)**

Only participants who pre-registered may book appointments.

## Frequently Asked Questions

If you don't know how speed-matching works, review the frequently asked questions below.

### How does it work?

Participants who pre-register receive a list of other participants about ten days prior to the session. Participants choose who they wish to meet. Organizers match the requests with other participants' wishes. A list of appointments is then provided to each participant.

### When does it happen?

Doors open at 7:00 a.m. with a buffet breakfast. At 7:30 a.m., session organizers will provide a reminder of how the session operates. At 7:45 a.m., the first appointment begins. The last appointment ends at 8:45 a.m., when the coffee break starts before the main Symposium program at 9:00 a.m.

### What do I do?

You arrive at the session with your appointment list. Each appointment is assigned to a numbered table. When the session begins, proceed to the first table on your appointment list. You will meet your matched participant there. You introduced yourselves and each give a one-minute summary of your business and why you wanted to meet. Then you let the other person talk for a minute. Discuss for another four minutes. Exchange business cards or text numbers.



### This man is not a criminal

Larry and others like him can **help you grow your business** in Norfolk County. Spend a few minutes getting to know his business. Let him get to know yours. Maybe an excellent opportunity will come of it. Over breakfast on January 23, you can get to know Larry Dawson better. Spend quality time with representatives of the organizations listed below. They are already signed up for the **Speed-Matching Breakfast Session** at the **Norfolk County Economic Development Symposium**.

## **How do I know when the appointment ends?**

Organizers will sound a horn or bell when the appointment has one minute left, and then sound it again more loudly when the appointment is done. You have one minute to get to your next appointment at the table marked on your list.

## **How many appointments will I get?**

You may receive up to 8 appointments in the one-hour session. However, your appointments list will be generated using the following simple procedure.

- If you request an appointment with Jane and she requests one with you, then an appointment will definitely be set up for you both. These get top priority.
- If you request an appointment with Bob but he does not request one with you, then an appointment will be made on his list if he has any spots available, and vice versa.

## **How many people will I get to choose from?**

It depends on how many people pre-register for the session. This year, 56 people registered for Speed-Matching. About two weeks before the event, those who registered before the deadline will be given a list of participants to choose from. You pick your priority wish list.

## **How much does it cost?**

There is no additional cost to participate over. It is included in the \$30 [Symposium registration](#) fee. You must register for the Symposium to participate in Speed-Matching.

## **What if I don't get any appointments?**

That is highly unlikely. However, if you receive no appointments, you will be given the opportunity to meet with session organizers to explore your appointment requests and consider alternative ways of connecting with others.

## **What if I don't want to meet with specific individuals?**

We hope everyone will join the spirit of meeting new people and learning new things, so we hope no one encounters this issue. However, when you submit your appointment requests, you will be given the opportunity to make your concerns known to the organizers.

## **Can I bring someone with me on my appointments?**

It is not recommended. You only have a few minutes to connect with your fellow participant, so it is best to keep the appointment a one-on-one experience.

## **Can two or three people from my business each request appointments?**

It is not recommended. One person per business or organization will allow the participation of as many businesses as possible.

## **Can I sell products and services during an appointment?**

You are not allowed to solicit direct business at an appointment. You and your fellow participant only have time to learn about each other and your businesses. Please do not try to push your products and services on the other participant.

## Can I set an appointment with a Councillor, County staff or Ministry staff?

They will not be participating in the event. The session is restricted to businesses and non-profit organizations related to the agricultural, tourism food and hospitality sector. If you wish to make an appointment with an elected representative or a government staff member, please contact their office.

## Do I have to “speed-match”? I just want to attend the Symposium.

You are not required to participate in the Speed-Matching session. The main program for the day begins at 8:45 a.m., so you can arrive then if you don't wish to participate in speed-matching. [Link to Symposium Registration.](#)

## For more information...

If you would like more information about Speed-Matching before registering, please contact Clark Hoskin at 519-426-5870 ext 1238.

For more information about the Economic Development Symposium or to register, visit [www.norfolktourism.ca/partner-benefits/symposium](http://www.norfolktourism.ca/partner-benefits/symposium).

## Symposium Sponsors:



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