

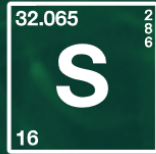
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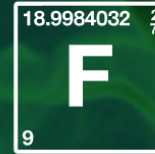
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Brent Hall, FCSI, Eric Norman, FCSI, Jack Scott, CFSP

02/08/17 • 10:15 – 11:15 am





- Eric Norman, FCSI
- Vice President – MVP Services Group
- FCSI Member Since 2000
- First NAFEM – 2001
- FCSI The Americas Board - Secretary



- Brent Hall, FCSI
- Vice President – Clevenger Associates
- FCSI Member Since 1999
- First NAFEM – 1997
- FCSI The Americas Board – Western Region Trustee



- Jack Scott, CFSP
- Senior V.P. Sales and Marketing – Alto - Shaam
- Member FCSI EF Board
- Member FCSI Allied Advisory Committee

# Show Statistics

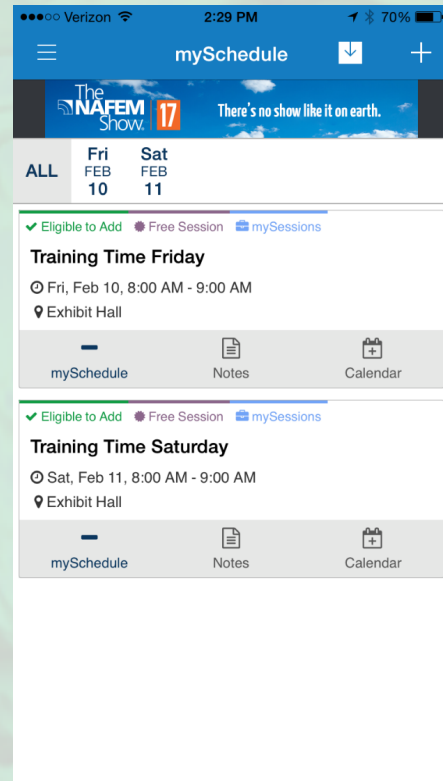
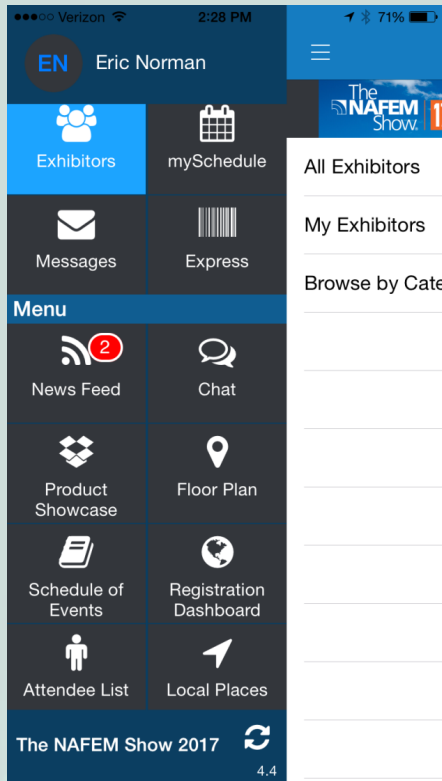
- 550-560 Exhibitors
- 20,000+ Attendees
- Show Growth
  - First Show 1973 – 55,000 Square Feet
  - Current Show 2017 – 375,000 Square Feet
- Exhibitors
  - 98% NAFEM Member Manufacturers
  - 2% Non-Member Manufacturers
- Exclusive Focus on Equipment and Supplies



# Pre-Show Planning

- NAFEM Website
  - Registration (Code FCSI17)
  - NAFEM 2017 App
  - Trend Reports & Buyers Guide
  - NAFEM Scholarship
- Monitor E-mail
- Manufacturer/Rep Appointments
- Evening Activities and Parties





# Working the Show Floor



# WHAT'S HOT! WHAT'S COOL!®

Top reasons to visit the WHAT'S HOT! WHAT'S COOL!® as outlined by NAFEM.

- Better Tech
- Labor Lifesavers
- Consumer Innovations
- Eco (budget) Friendly Options



Be sure to check out the Inspiration Station discussions!

# The Power of the Consultant

- You WILL get noticed
- You are the customer and manufacturers want your time
- Expand your network
- Broaden your education (Education Provider Program)
- FCSI is well known and well respected



Go to events, meet people, learn and **HAVE FUN!**



Questions?

thank  ou

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