

SUPPLIER

OCTOBER 24 - 27, 2017 • SILVER BARON LODGE • PARK CITY, UTAH

GREENHOUSE  
**CONNECT**<sup>SM</sup>  
Strategies. Relationships. Results.



New Business Connections



Solutions And Opportunities



Private, One-On-One Meetings

PRESENTED BY:  
**GREENHOUSE  
GROWER**  
VARIETIES | PRODUCTION | MANAGEMENT

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

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## THE CONNECTION

### **Prequalified decision makers ready to discuss business.**

*Greenhouse Grower*<sup>®</sup> magazine invites you to join us for an industry-leading event that connects you to the executive-level decision makers of the most progressive growing operations in North America. This is your opportunity to share the latest technology and solutions your company has to offer with these large operations. The focus of the event is on the private, executive-level meetings between your team and the owners/decision makers of the operations.

### WHY ATTEND AS A SUPPLIER?

*GreenhouseConnect offers you the following benefits:*

- Private 50-minute, one-on-one meetings with potential or existing customers.
- Ability to discuss new solutions your company offers.
- Insight into challenges faced by the growers.
- Input from the growing operations on products or services that are needed.
- 2 days of meetings with growers in an environment free from their day-to-day distractions.
- Efficiency in developing the business relationships your company is seeking.

### OPERATIONS IN ATTENDANCE:

Growers who produce:

- Ornamentals
- Nursery crops
- Young plants
- Vegetables & herbs
- Emerging crops



## HOW IT WORKS:

### Leading up to the event:

- We ask you to provide information about your company's products and services. This profile will be shared with the growing operations during the matching process.
- One of our editors conducts an interview with each grower to identify the specific needs of their operation. The information is compiled to create the grower profile.
- You review the grower profiles of all the participating operations and let us know which growers you want to meet with.
- Meetings are scheduled for you based on your interest and the responses from the growers. The meetings that match up become your approved on-site meeting schedule.
- Once all meetings are approved by you and the growers, we share their contact information with you so that your team can reach out and set an agenda for the on-site meeting. This helps facilitate the meeting and make the most of your time together at the event.

## DURING THE EVENT:

You participate in two full days of private, one-on-one, 50-minute business meetings with the decision makers from leading growing operations. In addition, there are networking opportunities during meals.

## THE VALUE:

You leave GreenhouseConnect with new contacts and specific follow-up plans developed during your meetings. Our team will continue to work with you and the growers post-event to ensure that action items are addressed and relationships continue to grow.



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