ARGYLE
EXECUTIVE FORUM

WHY WE ASK FOR YOUR ATTENDEES OF INTEREST

Submit Attendees of Interest via Argyle's Registration List Portal for Onsite Support:

Our onsite team will attempt to alert you when your Attendees of Interest check in.

▸ We will attempt to point out your Attendees of Interest so you are able to approach them.

▸ If we see your team in discussion with a member, we will document it as well as ask your team if they need further support.

We can also alert you if a member cancels the day of the event, so you can focus on other opportunities and not waste time.

▸ We will add your attendees of interest to an Argyle Alerts watch list for continuous monitoring 365 days a year.

Just to Set Expectations:

While Argyle will make best efforts to support you onsite, Argyle does not arrange formal introductions, meetings or coordinate "speed dating" at our events.

▸ If a "speed dating" type of experience is of interest, we suggest you review Argyle's Exclusive Breakout Sessions. This Argyle product generates a similar level of high touch, focused interactions between sales leaders at our clients and Argyle members.

AFTER THE EVENT

WHAT HAPPENS IF I DON'T GET TO MEET SOMEONE ONSITE?

You have several layers of Argyle's post-event support you can take advantage of:

Add your targets to your Argyle Alerts watch list:

▸ You'll be automatically alerted when contacts from accounts you care about are participating in ANY upcoming Argyle activity.

▸ The Alerts program will also help you identify net new names to help penetrate accounts.

Leverage your own sales support team to suggest a call post event:

▸ You receive the phone numbers and email addresses of those who attended Argyle's event (and did not opt out). We suggest your sales support team reaches out to see if the member is open to a post event call.

▸ Our members understand our events are made possible by sponsors, and some are amenable to such a call, although some may not be.

▸ Our clients see a 30% success rate in such calls.