|  |  |
| --- | --- |
| **Your Company/Organization’s Benefits** | **Specific Needs and the Annual Meeting Sessions & Training that Meet those Needs** |
| **Networking Benefits** | The Annual Meeting will allow **[insert your name (or the names of your team members)]** to network with other professionals and vendors in the industry. I **[we]** will be able to take the pulse of what is happening for tools, technologies, and processes as well as hearing ideas I wasn’t **[we weren’t]** even aware of. |
| **Teambuilding (if sending multiple members of your team)** | The AACE Annual Meeting will help build our team, providing a forum for team members to discuss tools, technologies, and processes and how we might apply them in our **[company/organization]** to improve our products, processes, and workflow. |
| **Current Tools** | ***Look for technical papers that discuss tools that you are currently using. Look for exhibitors that are vendor that your company utilizes for services.*** |
| **Future Tools Exploration** | ***Are you in the market for a new product or service? Look for exhibitors that are providing a solution to your problems.*** |
| **Current Technologies** | ***Look for technical sessions, including the Business Case Studies*, *which address current issues you are facing.*** |
| **Future Technologies Exploration** | ***Look for technical sessions, including the Business Case Studies*, *which address potential (future) issues you are facing.*** |
| **Current Processes** | ***Look for technical sessions, including the Business Case Studies*, *which address current processes you do within your company/organization.*** |
| **Future Process Exploration** | ***Look for technical sessions, including the Business Case Studies*, *which address potential (future) processes you do within your company/organization.*** |
| **Vendors with Tools & Technologies You Are Exploring** | ***Look for exhibitors that are offering tools and services you are looking for.*** |