

Join Us at The Summit...

**Two Days of Guaranteed Meetings & Networking
with Pre-Qualified Public Works Directors**
It's Not a Tradeshow...Not Even Close



The Public Works Summit

NOVEMBER 13 - 15, 2019

WORLD GOLF VILLAGE RESORT
ST. AUGUSTINE, FLORIDA

The Public Works Summit is a unique experience where you'll spend two days meeting with Directors you want to meet, and who are interested in meeting with you. There are no booths, no hassles—and best of all—no hoping that you get to meet a decision-maker.

Contact

DENISE PAPPAS

DPappas@endeavorb2b.com | 631.300.8317

DPWSummit.com



Two Days With Pre-Qualified Decision-Makers

The Public Works Summit is your new way to engage Directors from communities of 25,000 or greater. There are no booths, no hassles—and best of all—no hoping that a decision-maker walks down the aisle and stops by. The Summit is a unique experience where you'll share two days of private, interactive meetings and social activities with pre-screened buyers you're interested in meeting, and who are interested in meeting with you.

YOU'LL MEET PRE-SCREENED DIRECTORS WHO ARE LOOKING FOR SOLUTIONS

Public Works Directors from across the country come to the Summit because they want to make smart buying decisions. They're looking to learn about the latest products and solutions in the marketplace in a friendly, engaging and organized way. The Summit team screens and interviews all applications to understand their needs then filters out the unqualified, resulting in an influential group of Directors. It's an exclusive experience that's unlike anything else in the marketplace!

"I'm always impressed by the caliber of Public Works employees who attend the Summit. To have the quality time at the Summit to network is invaluable."

— Gary Lawson,
Senior Global Account Manager

Directors come open-minded, excited to be there and ready to engage!

AN END-TO-END SOLUTION THAT'S ALL INCLUSIVE

The Summit takes the hassle out of participating in events. We take care of just about everything so you can focus on meeting prospects — not meeting planning. Book your flights, grab your product and then focus on making those important connections. Your resort rooms, airport transportation, all meals, a/v, small group meetings, one-to-one meetings, special events, and yes, even the bar tab —are all included. There are no booths, no exhibitor manual or additional fees!

SUPPLIER PARTICIPATION SPOTS ARE LIMITED

To ensure that the Directors are seeing the range of products they've come to source within the 48-hour time frame, we limit the supplier number and product categories at our event. This means your competition is also limited. Our events do sell out so take this opportunity to condense six months of sales meetings into two days of highly focused meetings with the right decision-makers.



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2018 DPW Attendees

A Custom Agenda of Guaranteed Meetings

You'll walk into the Public Works Summit with a custom agenda. You'll have seen a complete profile of every director including their acquisition plans for the next 6 to 18 months prior to the event. They'll have seen a description of the capabilities that you provide. Our proprietary matching system will then generate a personalized agenda that includes boardroom presentations, one-to-one meetings, matched meals and memorable social activities with the prospects you want to meet, and who want to meet you. Below is the agenda that'll make you say your time at the Summit was **"Time Well Spent!"**

48 HOURS OF TIME WELL SPENT

Wednesday

- 1:00 - 5:00 p.m. Summit Check-In & Welcome
- 5:30 - 6:00 p.m. Summit Orientation
- 6:00 - 9:00 p.m. Welcome Reception and Dinner followed by Wine & Cigar Bar

Thursday

- 7:30 - 8:30 a.m. Directors' Roundtable Breakfast
- 7:30 - 8:30 a.m. Supplier Breakfast
- 8:45 - 10:20 a.m. Boardroom Presentations
- 10:20 - 10:40 a.m. Coffee & Refreshment Break
- 10:45 - 12:20 a.m. Boardroom Presentations
- 12:20 - 1:20 p.m. Networking Luncheon
- 1:30 - 2:20 p.m. Interactive Roundtable Discussions
- 1:55 - 3:30 p.m. Boardroom Presentations
- 3:30 - 3:50 p.m. Chocolate Break
- 3:50 - 5:00 p.m. Boardroom Presentations
- 6:00 - 9:00 p.m. Cocktails and Outdoor Product Display followed by Special Evening Dinner

Friday

- 7:15 - 8:15 a.m. Directors' Peer-to-Peer Breakfast
- 7:15 - 8:15 a.m. Supplier Breakfast
- 8:25 - 12:00 p.m. One-to-One Meetings
- 12:30 p.m. Airport Departures Begin



"I enjoyed meeting high ranking city officials I would have had a pretty hard time reaching on my own."

"It's the perfect setup. Getting specific 1-on-1 time is important - the short time makes it where things don't get awkward and too sales-y."



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