



TURN THE TABLES ON PROPERTY MANAGEMENT!

Associate members, this is your opportunity to present your company's products and services to multifamily executives who have purchasing authority. The Reverse Trade Show is a fast-paced, highly effective, networking event that allows you the opportunity to meet one on one with owners and decision makers to present your products and services in timed, personal meetings. You will be assigned your initial appointment; after this initial appointment, you will be able to meet as many decision makers as time allows.

**Thursday, July
20, 2017**

**4:00 - 4:30 p.m.
Networking &
Cocktail Reception**

**4:30 - 6:30 p.m.
Reverse Trade
Show**

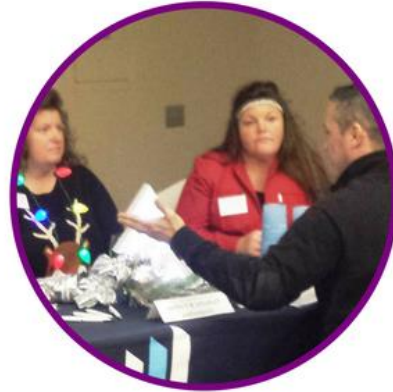
**Indian Woods
Apartments
Clubhouse**

**1900 Pueblo Pass
Evansville, IN
47715**

10 TIPS TO MAXIMIZE YOUR SUCCESS AT THE AASI REVERSE TRADE SHOW

1. Be prepared to describe your company and products or services in 3 minutes or less.
2. Create and prioritize the companies you and your team plan to meet.
3. Concentrate on the companies, not individuals, this trade show is about making decision makers aware of your company.
4. Have pricing data on hand. Be prepared to demonstrate how your company will save or make money.
5. A key goal is to set up a follow up appointment
6. Leave time for a brief Q & A.
7. Have your brochures, cards and product information for every property participating, even if you don't have a session with each table.
8. Spend the networking time visiting with your current clients, as you may not see them during the appointment rounds.
9. Be courteous of everyone's time; do not stay beyond the final bell.
10. Have fun

CULTIVATE CONNECTIONS WITH AASI



Members: \$ 125.00 for first attendee, \$ 75 for additional attendees

Non-Members: \$ 500 for two attendees (*includes AASI membership for one year*)

Name(s): _____

Company: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____

Email: _____ Website: _____

Payment Method

Check Enclosed \$ Please Invoice Credit Card \$ _____

Name on Card: _____ Signature: _____

Card Number: _____ Exp. Date _____ Security Code: _____

Billing Address: _____

Phone # of card holder: Email Address of card holder: _____

By completing this form, you authorize this transaction and are responsible for full payment at least two days in advance of the course

Registration Details: Fax completed registration form to 812-473-6401 or email to director@aasievansville.com.

Please return by July 7 - no cancellations or refunds accepted within two days of course.