

It's not a
tradeshow...
not even close

MEET PRE-QUALIFIED EMS CHIEFS



AUGUST 10-12, 2021
TUCSON, ARIZONA

There are no booths, no hassles— and best of all—no hoping that a decision-maker walks down the aisle to stop by. The EMS Summit is a unique experience where you'll meet with EMS Chiefs you want to meet, and who are interested in meeting with you.



CONTACT
ANTHONY D'AMICO
ADamico@endeavorb2b.com | 847.603.7647

EMSSummit.com

Private Sales Meetings and Social Events with Select EMS Chiefs in a Small, Intimate Environment



IT'S NOT A TRADE SHOW . . . NOT EVEN CLOSE

The EMS Summit is your proven way to engage decision-makers from EMS departments from across the North America. There are no booths, no hassles—and best of all—no hoping that a decision-maker walks down the aisle and stops by. The EMS Summit is a unique event of private meetings and social activities with interested executives in the EMS community.

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

EMS Chiefs come to our Summits because they want to make smart buying decisions. They want to hear what's working for their peers, and what's not. They're looking to learn about the latest products and services in the market-place. We screen and interview all applicants to understand what they need, what they want, and then provide a grant for them to attend. It's a qualification process you won't find at any other industry event.

EMS Chiefs 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 Departments are seeing the range of products they've come to source within the short 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 a couple of days of highly focused meetings with the right decision-makers.

"The Summits are an amazing methodology, run like a fine Swiss watch to get you face-to-face with prospects. You get two 20 minute presentations to a dozen prospects. Between the two presentations, we had 15 legitimate buyers of our services. Every meal is carefully orchestrated so that you have a key prospect on each side of you. Day two is speed dating. We met one-on-one for 15 minutes with 18 prospects. 16 were ideal. Five are now clients. "

- M.Gardner, CEO



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A Custom Agenda of Guaranteed Meetings



You'll walk into the EMS Summit with a custom agenda of meetings. You'll have seen a complete profile of every chief including their acquisition plans for the next 6 to 18 months. 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

Tuesday

- 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 Nightcap

Wednesday

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

Thursday

- 7:15 - 8:15 a.m. Chiefs' Roundtable 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



"There was more intimate one on one time with the decision makers. You just don't see that at other shows or expos."

— T. Hopkins
Business Development Manager



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