



## ibtm america 2016 Will Deliver Your Perfect Mutual Match...

Now 100% of your appointments will be mutual-100% of the time!



- For the first time, Exhibitors as well as Hosted Buyers will be able to request, accept and decline appointments
- Take control over who you meet with and make real connections that last!



### Exhibitors Choose First

Exhibitors will have the first opportunity to review Hosted Buyers profiles, and make meeting preferences. When it's the Hosted Buyers' turn to select, they will see that you requested to meet with them, enticing them to preference you in return.

### Know Who You're Meeting

As an International Exhibitor, you will be able to see exactly which U.S. buyers place international business during the preference selection stage. You can then select those buyers when choosing your preferences.



### It's 100% Mutually Matched

Once all of your Hosted Buyer selections have been made, our sophisticated and innovative appointment matching software will match up appointments based upon mutual preferences and rankings. Those appointments will be the first to appear in your appointment diary.



## Accept or Decline

After the mutual match is run, you can then send appointment requests directly to buyers that have open slots. Both Hosted Buyers and Exhibitors will have the opportunity to accept and decline appointments. This gives you complete control of your schedule, ensuring that you secure the appointments that meet your business objectives!



PART OF:



**ibtm** events  
connections mean everything

ORGANIZED BY:

