

# Virtual Reverse Trade Show

## GBAA

GREATER BIRMINGHAM  
APARTMENT ASSOCIATION  
THURSDAY, SEPTEMBER 17TH  
3:00-5:00 PM



1

### SAVE THE DATE

JOIN THE GBAA FOR OUR  
2020 VIRTUAL REVERSE TRADE SHOW  
THURSDAY, SEPTEMBER 17, 2020 3:00-5:00 PM

2

### REGISTER TO ATTEND

REGISTER USING THE LINK BELOW OR VISIT US  
ONLINE AT GBAA.BIZ  
COST: \$150 PER SUPPLIER MEMBER COMPANY  
NO MORE THAN 2 REPRESENTATIVES ON THE CALL.  
\*MUST BE A MEMBER OF THE GBAA IN GOOD STANDING TO  
ATTEND

3

### HOW IT WILL WORK ONLINE

MEMBERS WILL LOG IN TO THE ZOOM MEETING  
FROM A DESKTOP OR LAPTOP.

1. MANAGEMENT COMPANIES WILL BE ASSIGNED A BREAKOUT ROOM
2. SUPPLIERS WILL VISIT BREAKOUT ROOMS TO "PITCH" THEIR PRODUCTS TO THE MANAGEMENT COMPANIES.

4

### WHAT TO SEND TO THE GBAA

SUPPLIERS WILL HAVE 3 OPTIONS TO SHARE  
INFORMATION DURING THEIR SCHEDULED MEETING:

- SEND DOCUMENTS TO THE GBAA IN ADVANCE
- SHARE SCREEN WITH THE MANAGEMENT CO.
- ATTACH DOCUMENTS USING THE "CHAT FEATURE"

5

### KNOW YOUR SCHEDULE TO MEET MGMT. CO'S

THE GBAA WILL SEND A SCHEDULE TO SUPPLIERS  
WITH TIME(S) TO MEET WITH MANAGEMENT CO.  
A VIDEO WILL BE PROVIDED FOR SUPPLIERS TO  
WATCH PRIOR TO THE MEETINGS TO JOIN AND  
MOVE AROUND AND VISIT BREAKOUT ROOMS.

6

### PITCH YOUR PRODUCTS & SERVICE

SUPPLIERS WILL HAVE 5 MINUTES TO "PITCH" THEIR  
PRODUCTS TO THE MANAGEMENT COMPANIES.  
AFTER THEY COMPLETE THEIR PITCH, THEY WILL  
RETURN TO THE LOBBY BEFORE THE NEXT MEETING  
WITH MANAGEMENT COMPANIES.

7

### SET UP MEETINGS AND/OR APPOINTMENTS WITH THE MGMT COMPANIES

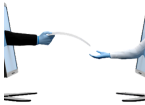
SUPPLIERS WILL SCHEDULE APPOINTMENTS WITH  
MANAGEMENT COMPANIES TO INCREASE  
OPPORTUNITIES AND SHOWCASE NEW PRODUCTS  
& SERVICES.

8

### MEET ME IN THE LOBBY

ALL MANAGEMENT COMPANIES AND SUPPLIERS  
WILL MEET BACK IN THE LOBBY FOR GIVE-AWAYS  
AND MORE.

## HOW IT WORKS



For more information contact us: (205) 533-1644 or [info@gbaa.biz](mailto:info@gbaa.biz)  
Deadline to Register September 4, 2020