



Meeting Auction FAQs

How does the meeting auction work?

By agenda.

Q: *Why is a meeting agenda required and what information should my proposed agenda include?*

A: When bidding online for a meeting, an agenda or proposal is required to ensure expectations are being met on both sides in advance. An agenda should outline what one would like to accomplish in the meeting, focused around the Meeting Host's business requirements. Along with the names and titles of those who would attend, an agenda typically includes a company introduction, the proposed product/service/solution, and method for which the proposed solution will be presented (discussion or demo presentation). Proposed meeting agendas for company introductions are submitted online in Word, PDF or video format. If submitted in video format, it allows for a pre-introduction to the people behind the company bidding and allows for a product "visual" if applicable.

Q: *Is there a starting bid amount?*

A: Minimum bids start at \$500.00 US per meeting. The best agenda(s) will win the meeting, even if it is not the highest bid.

Q: *Why should I participate in ExeConnect's AuctionAgenda meeting auction?*

A: Benefits for the Meeting Host:

- Discover the best solutions for your business requirements
- Have productive, qualified meetings
- Free-up internal resources from doing vendor research (project-fits come to you)
- Raise awareness for and contribute in-directly to your charitable cause

Benefits for companies bidding:

- Be introduced face-to-face with prospective customers
- Meet with decision-makers and purchase influencers to introduce your solution value
- Shorten the sales cycle (project opportunities come to you)
- The majority of the cost of meeting will be donated to charity

Q: *What types of companies can host a meeting?*

A: Meetings can be hosted by any B2B company, in any industry, with a valid project or business initiative (excludes staffing requirements). ExeConnect has the right to refuse any meeting auction in which may not be appropriate for AuctionAgenda.

Q: *Do I have to be an executive to host a meeting?*

A: Meeting hosts are business executives and project leaders (CXOs, Vice Presidents, Directors) or employees with high influence over project decision-making.

Q: *As the Meeting Host, can I accept multiple bids?*

A: Yes, if there is more than one agenda which addresses your meeting criteria, you may accept multiple bids and schedule multiple meetings.

Q: *As a company bidding on a meeting, will I be guaranteed new business?*

A: No. Though your agenda may offer a likely fit, if the Meeting Host accepts your meeting, there are no guarantees of doing business. It's an opportunity for an introduction.

Q: *Who pays for the meeting?*

A: The company or person bidding on the meeting will pay for the meeting (once accepted).

Q: *As a host, can I advertise my meeting auction with anonymity?*

A: Yes, you can host a meeting without advertising your name, using only your company name, department and title. Once a meeting bid is accepted, the bidder will then be notified of your name.

Q: *As a bidder, how do I know if the person hosting the meeting has decision-making power?*

A: Prior to placing a meeting bid, you will know if the meeting host is a purchase decision-maker or a purchase influencer.

Q: *What is Meet for a Cause?*

A: ExeConnect's Meet for a Cause promotes new business opportunities and can be used to create awareness for ExeConnect meeting auctions in which companies participate in and non-profits benefit from.

Q: *What are AuctionAgenda Fundraiser Events?*

A: AuctionAgenda events are for a specific cause, for a specific time period. Events have focused-fundraising, which can be promoted, advertised and sponsored to maximize donations. Multiple companies can participate in a single event, all for the same cause.

Q: *How do Events differ from AuctionAgenda's everyday meeting auction?*

A: AuctionAgenda "everyday" meeting auctions can be for any length of time for any cause. ExeConnect donates 90% (net revenue) from each meeting to the selected charity provided.

Q: *What is CIO LIVE?*

A: CIO LIVE is ExeConnect's annual fundraiser event. It's a 10-day online meeting auction in which companies host meetings with prospective vendors to fulfill their IT project initiatives. ExeConnect supports 501(c)(3) organizations whose purpose is for animal care, pet adoption and pet-assisted therapy services for bettering the lives of animals and the people they assist. Following the event, ExeConnect donates 90% (net revenue) from each event meeting to the selected animal charity.

Q: *How do the charitable donations work?*

A: When the Meeting Host submits information for a meeting auction, the Meeting Host will choose the option to have the donation made directly to their cause or to participate in an event in which the donation is made to the event cause. Following a meeting or event, ExeConnect makes a donation to the selected charity.

Q: *Will I receive a tax receipt for the donation?*

A: No, donations are paid by ExeConnect. The Meeting Host will receive confirmation of the donation by email and mail.