



# NETWORKING PAVILION

## GENERAL CONTRACTORS & CONSTRUCTION MANAGERS

### WHEN & WHERE

- March 3, 2022 | 3:15-4:15 pm
- JW Marriott, 3<sup>rd</sup> Floor
- In the center of the tradeshow floor at the Construction Networking Event of the Year

### WHY

GC/CM participants in the networking pavilion are able to:

- Pass out information pertaining to upcoming projects and other documents that would be meaningful to a subcontractor doing work on a project
- Broaden your firm's awareness of the M/WBE, design professional, owner, and subcontractor base in Indiana
- Continue developing relationships with existing construction partners
- Market your firm to the construction industry
- Inform the construction industry of any new corporate construction initiatives that have been put in place for the coming year
- Provide general feedback to specific subcontractor questions
- Provide any other creative approach your firm would like to try

### HOW IT WORKS

- Each GC/CM will be stationed at a table signified by a tall stanchion with the company name and representatives listed.
- At 3:15 PM the pavilion will be open to the ISA member attendees at the tradeshow.
- At this time, people will be asked to file in, locate the first table they would like to visit, and begin their networking time.
- Time will be limited for the group of people at each owner station and a system will be set up to signify when visitors should move to the next table.
- The goal of the time limit is to keep people moving so that one person is not monopolizing a GC/CM's time.

### REGISTRATION

To sign up to participate in the GC/CM networking pavilion, please complete a really short registration form at:

<https://indianasubcontractors.org/cney/networking-pavilions/>