

NAVIGATE AAEP FOR WILD SUCCESS

START

1

THERE'S AN APP FOR THAT!

- AAEP app – use it
- Populate your schedule
- Update your profile

2

SET SPECIFIC GOALS

- What am I here to do?
- Who do I want to meet?
- What organizations do I want to connect with?
- How many new connections do I plan each day?



3

PLAN WITH INTENTION!

- Reach out via the AAEP app, email or LinkedIn to intro yourself
- Request a brief connection: on the tradeshow floor, in a hallway at a designated spot, etc.
- Be prompt, prepare with 2-3 questions and respect their time



4

EXECUTE!

- Courage - Get comfortable being uncomfortable
- Confidence - Doing hard things empowers you
- Enthusiasm - Share your passion!

5

FOLLOW UP!

- Send an Email or a LinkedIn personal message
- Send a HAND-WRITTEN NOTE. Yes, people still do this, and it's a differentiator!
- Schedule coffee, lunch, a virtual face-to-face, etc. with key connections

success!

AAEP NETWORKING NOTES

Download and use the AAEP app

My goals - what do I want to achieve, who do I want to connect with, what organizations do I want to learn more about?

Who can help me connect with others?

Reach out via the AAEP app, email or LinkedIn to briefly intro myself and request a few minutes to connect on the trade-show floor or a hallway, easy location, etc.

Be prepared with 2 - 3 questions, and a brief explanation of your purpose. Be courageous, confident, concise and enthusiastic.

Note your follow-up and schedule any future connections

