



6 Tips on How to Network at CAMEX

Many members have cited that networking at CAMEX is one of the top benefits of CAMEX. So, how do you make the most of networking, especially, when you may not know anyone? Keep these few tips in mind.

1. Most everyone at CAMEX is associated with the collegiate retailing industry. Issues that you are facing, chances are one of your peers is or has faced the same issue, and possibly has a solution. While the education sessions are great, sometimes the best advice/education comes from your peers.
2. Engage people **everywhere** you go – education sessions, evening events, on the shuttle, sitting at tables, standing in line – **create meaningful connections**.
 - a. Simply start with a “Hi. I’m Mary from Lorain County Community College Bookstore. And you are?”
 - b. Read nametags – admit to staring if you need to.
 - c. Compare ideas and practices with peers in similar stores/school size.
 - d. Make plans to meet up for lunch, dinner or at the evening events.
3. Share what you are learning and hearing.
 - a. Stay connected to others’ during the CAMEX experience with the CAMEX Mobile App.
 - b. Share the show in social media with #CAMEXShow.
4. The ever important business card - Take plenty of business cards **everywhere** you go.
 - a. Don’t be shy about asking for someone’s business card or contact information to follow up on the conversation at a later time.
 - b. On the back of the business card, write “CAMEX 2017” with an additional note to jog your memory about your conversation.
5. Plan to attend everything! It’s easy to just stay in at the end of the day, but evening events are great places to meet new colleagues...and relax a bit.
 - a. Evening events to consider: The CAMEX Reception Friday night; your state/regional association reception; and vendor-sponsored activities-most are invitation only so be sure to ask your vendors.
 - b. However, if you need to take a break, skip an event then go to the next event – refreshed!
6. Stop by The Opportunity Hub to learn about NACS’ private collaboration site, [The Hub](#), so your networking efforts can continue after CAMEX.

Putting yourself out there is hard, but it is important to take advantage of the concentration of peers in one place. The answer to your solution could be sitting next to you.