

# SCSHA PRE- CONFERENCE TRAINING:



# CAPITALIZE ON EXHIBITS

1. Don't be intimidated by vendors. They are there because they want to talk to you!
2. Ask questions and learn about vendors' products.
3. Take the freebies – they are there for YOU!
  - Candy can be a nice pick-me-up throughout convention!
4. Ask if a student discount is available if you're wanting to purchase something.
5. You can visit each exhibit area multiple times – you don't need to see everyone at once!
  - Tip: Several short trips instead of one long one! This also gives you the opportunity to talk more with vendors.
6. Attend the membership meeting on Thursday morning.
  - It's important to be as present as possible!
7. Put your name in the prize drawings or contests for free items!
  - Take advantage of everything offered!