



## **AASSA Partner Panel CONNECT Sessions**

As part of our mission to enhance the quality of education in American/international member schools, AASSA Partner Panel CONNECT sessions provide a space and opportunity for AASSA Partner and School Members to connect. Partner Members have the opportunity to share information about products and services as well as gain helpful insights into the needs of schools. Schools gain valuable knowledge to be able to make informed decisions when adopting new products and services. Our goal in providing Partner Panel CONNECT sessions is to create opportunities for our Member Schools and Partners to connect and learn about potential matches between school needs and partner solutions.

### **School Participants**

Participants are current Heads of School, Principals, Teacher Leaders, Business Managers, Deputy Heads or related positions and have a desire to learn about specific products and services offered by AASSA Partners.

### **Partner Presenters**

Presenters are current AASSA Partners who wish to share information about the products and services they offer.

### **Benefits to School Participants**

Participants will gain valuable insights and information about products and services available. Participants engage with colleagues from other schools and are able to learn how others are addressing problems of practice. As an added “thank you” for participating and element of fun, all School Participants are entered into a free drawing for complimentary prizes provided by AASSA and/or Presenting Partners.

### **Benefits to Presenting Partners**

Presenting Partners gain a valuable opportunity to share information relative to the products and services they offer to support and assist schools with the work of educating students and meeting the needs of families. Presenting a Partner Panel is a valuable benefit of membership with AASSA as it allows Partners the chance to share detailed and specific information over an extended period of time with an interested audience ready to learn and engage in knowing how Partner products and services can benefit their school. As an added “thank you” for

participating and element of fun, all Presenting Partners are invited to provide prizes that can be awarded electronically as part of a drawing for School Participants.

### **School Participant Commitments:**

Participants agree to the following expectations:

Attend the entire panel and be fully present to learn and ask questions as needed.

### **Partner Presenter Commitments:**

Presenting Partners must commit to the following expectations:

Start and end on time, do not engage in any form of high-pressure sales, and provide detailed information about products and services before, during and after Panel sessions as possible.

### **Amount of Time for each Panel**

Sessions will last 30 minutes. 5 minutes are provided for brief introductions and closing contact/follow-up information with 25 minutes for Presenting Partners to sharing information and demonstrations about the products and services being presented.

### **Pre-Panel Logistics**

#### **Panel Registration - Participants**

The registration process will include collecting contact information for each participating school member. Contact information will be provided to the Presenting Partner before the scheduled panel so that Presenting Partners can contact Participants before and after the panel to provide any pre-panel information and follow-up as needed after the panel.

#### **Panel Registration - Presenters**

The registration process will include confirming participation and providing a short description of products/services and contact information for the panel program.

### **Panel Locations**

Panels will be conducted virtually via Zoom or similar platform.

### **Panel Attire**

Attire is professional casual.

### **Panel Guidance**

#### **School Participants**

- Arrive on time to the panel;
- Do not leave the meeting once the panel has started;
- Seek to understand what the product/service can do for your school, ask questions and follow-up as needed.
- Enjoy the opportunity to learn and connect with Partners and school colleagues.

### **Partner Presenters**

- Arrive early to the panel;
- Provide an agenda and clear information about the products and services you are presenting. Your company may offer several solutions for schools so focus on what you can clearly present in the time provided.
- Demonstrate products and services as much as possible in the time provided – consider sending brief overview materials to participants before the panel.
- Present what your product/service can do now more than history of development.
- Enjoy the opportunity to present and connect with schools participants.

Email or call with questions or to participate / present:

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