



## Welcome Back from CAMEX! 5 Tips Upon Your Return

Continue the excitement you felt at CAMEX once you return to your store.

1. Save the CAMEX exhibitor map and guide. It will be a great reference tool after CAMEX.
2. Continue organizing even following the show!
  - a) Review, check and file paperwork on your orders.
  - b) Follow-up with orders to-do's, i.e. sending "artwork"
  - c) Follow-up with vendors you didn't get to see. Some may honor show specials after CAMEX.
3. Review your notes from the education sessions.
  - a) List education sessions you attended and each session's key takeaway(s)/end result. Revisit session handouts at [CAMEX in The Hub](#).
  - b) Make action plans to utilize what you learned at CAMEX.
  - c) Consider categorizing key take-a-ways into categories such as Can Apply Immediately, Forward Onto X, Do Research/Need More Information, and Keep Vision To.
4. Outline for your boss and/or team the value of your attendance. Many members are able to show their CAMEX attendance made money for the store.
  - a) In terms of hard numbers, provide:
    - Number of orders placed with current and new vendors.
    - Percent of orders placed using show specials.
    - Actual dollar amount saved using show specials.
  - b) In terms of education, provide a synopsis of your action plan, as discussed above. In addition, provide presenter(s) names, titles, and organizations.
  - c) In terms of networking, provide:
    - Names, titles, organization, and why this contact is of value to you, your store, and your campus, i.e. "X encountered similar issue to our X problem. Solved it by X."
    - And don't forget to include the number of your colleague's business cards you handed out.
5. Continue your conversations going long after CAMEX.
  - a) Organize your contacts and business cards and send emails and/or thank you notes.
  - b) Log into [The Hub](#) (login required) to connect with all the colleagues you meet.