

STRATEGIC BUSINESS NETWORKING

Quarterly Engagement Roadmap

Fiscal Year: 2024
Updated: Oct 25

DATE & TIME	EVENT NAME / VENUE	STRATEGIC OBJECTIVE	TARGET CONTACTS	STATUS
Nov 12 09:00 AM	Global Tech Summit Convention Center, Hall B	Identify potential SaaS distribution partners for Q1 launch.	CTOs, Product VPs	Registered
Nov 18 06:30 PM	Executive Round Table The Ivy Club	High-level relationship building with local industry leaders.	Regional Directors	Confirmed
Dec 05 11:30 AM	Chamber of Commerce Luncheon Grand Plaza Hotel	Community visibility and policy update briefing.	Local Gov, Small Biz Owners	Tentative
Jan 14 02:00 PM	FinTech Innovation Mixer Virtual / Zoom	Gather intelligence on emerging blockchain regulations.	Compliance Officers	Invited

Follow-up Checklist

- Send LinkedIn invites within 24 hours
- Schedule 1-on-1 coffee meetings
- Update CRM with conversation notes

Notes & KPIs