

How to Visit With a Vendor During the Science and Math Conference

("Say, do you mind if I have that☺?")

At our Annual Math and Science Conference (February 3-5, 2012) in Huron we are blessed with a large variety of wonderful exhibitors. Some of them are there to share ideas, some are there to sell materials/programs and ALL are there to help conference attendees become better educators. As the Exhibit Coordinator I would like to share some ideas on how best to utilize these wonderful resources.

1. Take some time to preview which exhibitors will be attending, by accessing the Conference Information at www.sdsta.org. (For example, this will give you some ideas if you are hoping to talk with a particular textbook representative.)
2. Once you arrive in Huron and pick up your Registration materials, check the updated list of exhibitors (we often have Exhibitors arrive last minute that did not make the Conference Handbook).
3. Take some time in-between sessions to walk through the exhibits. See what displays catch your attention. Then, most importantly take the opportunity to talk with the Exhibitors. Don't be shy! Introduce yourself, tell them your name and what you teach. Ask them what they have that would be relevant to your level of instruction. Sometimes they will have materials that they may give or send to you, or websites with links to their materials.
4. If you would like to find out more about what the Exhibitor has to offer, check the Speaker Schedule for the Conference....they may be giving a presentation that goes into more depth or have information on Professional Development opportunities.
5. Please don't assume that display materials are free for the taking! Be respectful if materials are marked "For Display Only". Often the Exhibitors will have them available at the end of the Conference.
6. Let the Exhibitors know that they are appreciated by thanking them for attending! Their goal at the Conference is to give you ideas, so positive feedback is greatly appreciated. See you in Huron in February!

Mark Farrand
SDCTM/SDSTA Exhibitor Coordinator

p.s. We are always looking for new exhibitors, so please let us know if you have ideas!