

SHOPTALK FALL

September 29 - October 1, 2026 · Nashville

**INSIDER'S GUIDE TO A
SUCCESSFUL MEETUP EXPERIENCE**
DEFINE SUCCESS IN ADVANCE: MAXIMIZE YOUR
ROI BEFORE, DURING & AFTER THE EVENT

1 | WHAT IS MEETUP

The Meetup program delivers pre-scheduled, double opt-in 1:1 meetings (15 minutes) with your target accounts. It gives you control over who you meet onsite by completing the pre-event steps in the platform ahead of time! **Note:** The process runs on an individual basis, not company level so each individual builds their own schedule. Make the most of every stage to maximize your results!

2 | MARK YOUR TOP ACCOUNTS

During the pre-scheduling process, at the Request and Opt-in stage, make sure to mark your top-priority accounts as **"Super Relevant"**, these are prioritized above **"Relevant"** requests, helping you secure the meetings that matter most!

MAXIMIZE YOUR ONSITE MEETINGS - MAKE EVERY MEETING COUNT

KNOW YOUR PITCH

Be clear, concise, and focused on the value you bring and the problem you solve.

BRING THE PRODUCT TO LIFE

Use strong proof points, i.e. case studies, metrics, or a short demo.

SHOW SENIOR COMMITMENT

Have decision-makers take the meetings to signal intent and credibility.

STRUCTURE YOUR 15 MINUTES

Set objectives, stay focused, and end with clear next steps.

BE MEMORABLE

Agree follow-ups and share materials that keep you top of mind

MAXIMIZE
YOUR
TIME

INTERNAL PREPARATION

Your Meetup journey starts here!
Review Full Meetup Guidelines and timeline [here](#)

ENSURE YOU ASSIGN MEETING REPS:

Meeting Reps are the individuals from your team who take both your paid-for Hosted meetings and general meetings.



HOW THE PRE-SCHEDULING ALGORITHM WORKS

The pre-scheduling system uses your actions, so the more requests you make and opt-ins accepted, gives the algorithm more to work with, increasing your chances of a full, high-value schedule while also factoring in availability and prioritization too!

3 | YOUR FINAL SCHEDULE

View your full schedule on 4 June! Download the [Shoptalk Fall 2026 Mobile App](#). Each attendee has up to 16 meeting slots. Your Hosted meetings connect you with key retailers and consumer brands and are prioritized. The general meetings are scheduled based on availability, driven by your requests and opt-ins made.

4 | POST-EVENT FOLLOW-UP

After Shoptalk Fall, we'd love your feedback! Complete your feedback and through the platform, you'll be able to access the contact details of everyone you connected with during the Meetup program, so you can continue conversations post event immediately.