The Total Tech Summit is NOT a Trade Show.

It's a hosted, sales-relationship building event that delivers guaranteed, scheduled engagements with business leaders.

AE Ventures specializes in hosted events. They're not trade shows where you set up a booth and hope for the best. We research and vet our audience to identify and host only the bigger, better players in the markets we serve. We pay for travel, hotel and provide complimentary registration to guests and, in recognition of these benefits, they agree to attend from start to finish and commit to scheduled meetings with sponsors.

- Sponsors present to small groups of guests in 35-minute boardroom presentations
- Meet one-on-one for 15 minutes at their exhibit
- Present to the entire audience through general session sponsorships.

You can do one or all of these things; depending on your sponsorship package.

For the boardrooms and one-on-ones, sponsors express their preferences on which guests to connect with through our priority selection systems and then receive detailed profile information in advance, so they have the information they need to develop rapport-building strategies and sales angles.

How our format and deliverables are very different from trade shows:

- There's less risk because you know who you'll be meeting with.
- There's less waste because you staff efficiently for engagements that are scheduled, and you don't need an expensive booth property to generate traffic.
- And you get better results because you engage substantively with decision-makers from the bigger, better players who are thinking about their future when you engage.

TRADE SHOW	AEV HOSTED EVENT
❌ Chaotic	✔️ Controlled
❌ Random	✔️ Planned
❌ Brutal	✔️ Refreshing
❌ Risky	✔️ Predictable
❌ Wasteful	✔️ Efficient
❌ Impersonal	✔️ Intimate
❌ Show & Tell	✔️ Meet & Sell

When you compare our events to the cost of trying to win and execute in-person meetings yourself, the savings of time and money are spectacular.

TOTAL TECH SUMMIT

CEPro **CI** Commercial **INTEGRATOR** **SECURITY SALES & INTEGRATION** **CV** CONTRACTOR **VISION**

NOVEMBER 1–3, 2017
Orange County Convention Center • Orlando, FL

CEPro SUMMIT

In 2016, **CE Pro guests** represented companies averaging **$6.2 million** in revenues and **520** residential installations annually. *We'll host 135 this year.*

CI Commercial INTEGRATOR SUMMIT

In 2016 **Commercial Integrator guests** represented almost **$3 billion** in aggregate annual revenue and averaged **$32 million** and **500** commercial installations per year. *We'll host 135 commercial integrators in 2017.*

SECURITY SALES & INTEGRATION SUMMIT

In 2016, **SSI security integrator and dealer guests** represented more than **$1.5 billion** and averaged **$25 million**, **3,000+** residential installations and **750** commercial installations per year. *We'll host 135 security integrators and dealers in 2017.*

CV CONTRACTOR VISION SUMMIT

At this year's event, we'll also host about *75 bigger, better electrical contractors* with strong residential and light commercial businesses.

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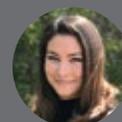
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