



Influence  
your manager and  
organizational leadership to

## SUPPORT YOUR ATTENDANCE AT NIGP FORUM 2021

We know it may be a challenge to get funding from your organization to attend NIGP Forum. In times of tightening budgets, this may especially be the case. We developed these tools and message talking points to make the conversation a little easier. Whether you're trying to influence your direct manager or your department head, we hope this will help you best position the value you and your organization will get out of attending.

### General Tips



#### 1. Focus on the return on investment (ROI) to sell the value of attending.

NIGP Forum is one of the best values for the money, here's how:

##### Virtual experience

- You will get a total of 20 hours of content for one unbelievably low price.
- In addition to being able to attend all live sessions and events, you'll have access to the recorded sessions for later reference.
- The virtual event comes with a much lower registration fee, and best of all, there's no travel expense to worry about.

##### Leadership Summit

- Leadership Summit is the ultimate networking experience in the industry.
- It provides you a one-of-a-kind annual event where you get to meet and work with procurement leaders who may be facing many of the same challenges you or your entity are facing.
- This event provides a fantastic value—you not only get full access to the in-person event, you also get full access to the Forum virtual experience for one low price and 34 contact hours of content.



#### 2. Show how your attendance can help benefit others within your team/department or entity.

- Offer to deliver a post-event presentation or write-up that you can share with others in your organization so everyone benefits from the experience.
- Explain that session handouts will be posted online so everyone in your office will have access to most of the content.

- Write about your experience and share in your organization's newsletter or website to highlight your individual or department's focus on professional development efforts.
- Share learnings you get from the sessions and make an actionable plan of how you can implement new initiatives within your department or at your agency.



#### 3. Ease the burden of planning for your time away from your normal routines.

- Create a plan for how your work will get done while you're participating at Forum.
- Highlight that with the virtual experience you have much more flexibility to design your schedule around the sessions and events you wish to participate in most, while having access to all the content later.



#### 4. Show the value of increasing your network with public procurement peers and suppliers alike.

No matter the industry or profession, who you know is critical to your success, in the short-term and in the long run.

- Showcase how Forum will help you broaden your network so you can more easily find mentors and collaborators to help you with your every-day challenges.
- If you're a more seasoned professional, talk up how Forum allows you to give back to the profession by providing mentorship and guidance to more junior professionals.
- In addition to expanding your peer network, Forum allows you the chance to establish critical connections or deepen relationships with suppliers who may be offering a product or service you're in need of.