



What is NexWorking?

These 'speed networking' events allow you to meet a number of pre-qualified schools specifically interested in what you offer and give you quantitative and qualitative feedback on your product directly from your end users, in addition to valuable leads for your sales pipeline.

How does NeXworking work?

During the booking process, Nexus Education survey every school to find out what their specific needs, interests, and wants are. Nexus Education then use this information to build a bespoke session and match up providers to interested schools. This ensures the very best qualified opportunity for you on the day.

Each event guarantees a minimum of 10 schools meetings, up to a maximum of 50 schools. The sessions run in a speed networking format where you will pitch to small groups typically of 3-4 schools at a time, for 13 minutes, before a bell will sound and the groups will rotate. This process repeats up to 7 times until you have spoken with ALL the delegates who have registered to attend the NeXworking session.

Whilst sitting with you each delegate will fill in a feedback form scoring you on the potential impact, pricing, pitch, if they were aware of you previously and if and when they wish to carry on the conversation following the event. This will all be collated for you following the event and sent to you to analyse. The contact details of any schools wanting further follow ups from you will also be provided enabling you to quickly follow up on those all important leads!

Why NeXwork?

- Meet **qualified** decision makers interested in what you offer.
- A proven, innovative format, perfected by Nexus Education, who have worked with over 2,000 schools and 200 providers via NeXworking.
- Get a guaranteed 13 mins in front of every delegate to talk about what you do and how you can help.
- Get a full feedback and leads report following the session enabling you to follow up quickly on those hot leads.



Testimonials

"Having attended 15+ events now, we find NeXworking is a great way to engage with schools, have meaningful conversations and generate a consistently good number of leads at each event as well as gaining valuable feedback.

Our sales cycle is quite long but we have already seen over a 40% return on our investment to date!

The Nexus team are extremely helpful, run their events well and are a pleasure to work with."

- Playforce

"NeXworking sessions are by far the most engaging events we have done in the education sector!"

- A Greener Solution

I think that NeXworking is a great way of interacting with schools. It is a completely different approach to how usual education conferences work and has generated a great amount of leads for us to follow up on.

- Towergate Insurance

"We wanted to build an events programme that was centred around quality providers being introduced to qualified schools whilst giving back to the clusters working with us. We came up with NeXworking – the only WHOLE market events platform in the UK working with school cluster groups. Our hands aren't tied by buzzwords or alignment to partners – we only invite providers to our events who are specifically matched to the needs of the group in our extensive qualification process. Come and find out why 98% of providers rebook with us and see a tangible ROI."

- Damien Challenger and Mike Reardon. Founders, Nexus Education