

BUILDING INSIGHTS '20

Convince Your Boss

We hope you are making plans to attend the **2020 Building Insights User Conference!** We realize you may need help demonstrating the ROI your manager will receive by supporting your attendance at our User Conference. Take advantage of the helpful support points we have outlined below to help you “build the case” for attending the conference. We recommend that you set goals for what you want to accomplish at the conference and share these with your manager. By attending the FM:Systems User Conference you will:

Become More Productive: Increase your knowledge of products you already use. Learn about new tools, technologies and capabilities within FM:Interact that can benefit you and your company. Improve your problem-solving skills, help your company reduce costs and optimize the effectiveness of your facilities.

Get Connected: Build relationships and get connected to the best FM:Interact professionals in the world. Just one tip or a new approach for solving a problem or addressing an area where you can more effectively manage your facilities will make the trip to the Building Insights conference worthwhile.

Gain the Inside Track: Hear firsthand what FM:Systems’ executives have to say about where the industry and company are going and how this vision and strategy will help keep your organization on the leading edge.

Glimpse the Future: Stay on top of industry trends and learn entirely new ways to take advantage of the power of FM:Interact. Check out the latest technologies and capabilities that we have developed to help you maximize efficiency in the way you manage your facilities data.

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Customize Your Case

After explaining the benefits of attending the conference, reference the training classes and sessions you plan on taking. Tie them into your goals for improving how your company operates its facilities and stays current with industry trends. Explain how the classes will help you address some of the current challenges your organization is facing.

Explain to your manager that once you return from the conference you will follow-up with them and demonstrate how this new information can help your organization better manage your facilities. The following table lists areas where you can focus to help explain which classes you will be taking and the areas they can help you benefit:

Corporate Strategy	Describe how your classes can help your company stay current with industry trends.
Productivity	List how these classes can make you more productive or teach you about the new features available in current upgrades.
New Tools and Capabilities	Are there tools and technologies that interest your company, but haven't been purchased? List training classes and presentations where you can learn about both the advantages and pitfalls of new technology.
Cost Reduction	List areas where you can learn about ways to optimize the utilization of your space and assets as well as reduce costs.

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Networking

Do you know other users or organizations who will be attending the conference? It will be beneficial for your firm to make connections and learn about best practices from some of the best in the industry. Make sure you highlight the connections that you plan on making and how you can leverage these new relationships.

Your Next Steps

FM:Systems highly recommends that you build your proposal into a formal letter and present it to your manager. We are confident that the guidelines above can help you build an effective and credible case for attending the 2020 Building Insights Conference. We look forward to seeing you August 24 - 27, 2020 at the Omni Grove Park Inn in Asheville, North Carolina!