

## **Facilitator's Guide - Speed Networking**

**Time:** 11:45 am – 12:20 pm

**Facilitator:** Maggie Veatch

**Overview:** The goal of this session is to strengthen the New York City Food Retail Network in a fun and structured way. Before the meeting participants will be assigned to speed networking sessions. Everyone should have business cards with them.

### **The set-up:**

- 1) Instruct everyone to grab a seat and line up facing someone else. There should be two lines facing each other.
- 2) The goal is to have an even number of people facing each other and one person is “out”, similar to musical chairs. If you have an even number of people, two people will need to be out. One on each end of the line (see diagram).
- 3) The moderator will have a bell and will need to keep track of the time throughout.
- 4) Each pair has three minutes to talk and then at the bell, moves to the right (essentially skipping one person every time)
- 5) One person will be out every time. That person can interact with the moderator or take a break. If there is an even number of people, two people will be out each time.
- 6) Go through the list of questions until everyone has met everyone else.
- 7) Have a free-for-all at the end if time allows.
- 8) Feel free to practice MOVING RIGHT one time before starting!

### **Moderator Script:**

Have a seat everyone. One thing we hear after every quarterly meeting is that people want more time to talk and interact with other practitioners. Here is your chance! Please take out your business cards. Here are the instructions. I will read a question. You will have three minutes to talk with the person you are facing. Always start by introducing yourself and the program you work on. The question is posed as an entry point, but feel free to discuss your work as you'd like. Make sure each person gets a chance to talk. When you hear the bell, everyone in this row will move to the RIGHT and everyone in this row will remain seated.

### **Questions:**

- What part of your food retail work are you most proud of?
- Describe work you did with food retail that went wrong?
- How can we help ensure sustainability of healthy changes in stores?
- Price and affordability is key. How does this play into your work?
- What are some policy goals we might have as a group interested in this work?
- What tips do you have for engaging the community?
- What besides price prevents people from eating fresh food?

- How important is local? How important is organic?
- What has worked for you to increase demand for healthy foods?
- Describe one collaboration you've made in this work
- What other groups would you like to collaborate with
- What policy or regulatory changes need to be made to improve the food retail environment

