



2026 ACHCA Convention & Expo – Networking & Relationship Building Strategies

This networking strategy helps make sure that relationship-building activities at the ACHCA Convention & Expo lead to meaningful organizational benefits. By using a clear, organized approach, focused on thoughtful preparation, active engagement during the event, and intentional follow-up afterward, the organization can turn new connections into practical insights, collaborative opportunities, and high-impact improvements

Objectives

- Build a vetted peer network for rapid problem-solving on regulatory, workforce, and financial challenges.
 - Identify 2–3 technology or service partners aligned with our priority initiatives (e.g., staffing efficiency, quality improvement).
 - Source at least 5 peer-validated practices that can be adapted within 60–90 days.
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Targeting & Preparation (Pre-Event)

- Review attendee lists, speakers, and exhibitors; prioritize a Top 15 outreach list (peers, regulators/policy experts, and vendors aligned to our needs).
- Schedule short meetups around sessions and expo hours to ensure purposeful conversations.
- Prepare 3–4 focused questions tied to our goals (e.g., “What has most reliably reduced agency spend in the last 12 months?”).

On-Site Engagement (During Event)

- Attend structured networking sessions, roundtables, and chapter meetups to expand peer connections.
- Visit prioritized exhibitors with an evaluation checklist (problem fit, implementation timeline, ROI evidence, references).

- Capture key insights and contact details using a simple template (Problem → Practice/Tool → Expected Impact → Contact → Follow-up Date).

Post-Event Conversion (After Event)

- Within one week, schedule debriefs with top contacts to share data, tools, and sample SOPs.
 - Coordinate two peer “office hours” calls to deepen knowledge transfer for our team.
 - Request references and case materials from 2–3 qualified vendors for side-by-side comparison.
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The following Networking Key Performance Indicators (KPIs) & Expected Value outline the outcomes this strategy is built to achieve:

Networking Key Performance Indicators (KPIs) & Expected Value

- 15–20 qualified new contacts across operations, clinical quality, compliance, and technology.
- 5 adoptable practices documented with owners, timelines, and success metrics.
- 2–3 vendor options advanced to structured evaluation (with cost–benefit summaries).

This approach helps make sure that the networking done at the ACHCA Convention & Expo leads to lasting improvements for the organization and builds strong, meaningful professional connections.