



San Diego Convention Center
June 28 & 29, 2017

Buyer Programs Overview

PCBC offers two separate buyer events during our conference: the **National Buyers Circle** and the **Key Buyers Club**. Both of these programs reflect PCBC's commitment to connect buyers with key manufacturers—these events are about doing business, but in a way that feels efficient, comfortable, and authentic.

At both events, we've structured the program to maximize your conference experience and make your involvement worthwhile. There are differences in each program though, and below is a quick comparison:

	NATIONAL BUYERS CIRCLE	KEY BUYERS CLUB
Date and Location	Tuesday, June 27 <i>(Held one day before Exhibit Hall opens)</i> San Diego Convention Center	Wednesday and Thursday, June 28-29 <i>(Open during PCBC's Exhibit Hall hours)</i> Exhibit Hall
Overview	Brings together national buying teams from Leading Builders of America (LBA) members and key national manufacturers	Brings together buying teams and PCBC exhibitors
Invitation Type	Invitation only for buyers and manufacturers (exhibiting companies only). Beginning in 2017 companies that have participated for 3 consecutive years will be asked to "sit out" a year to allow other interested companies an opportunity.	All PCBC exhibitors can request meetings with buyers using PCBC scheduling software Identified buyers are given complimentary passes to participate
Who Attends	21 select manufacturer teams and 13 national buying teams from Leading Builders of America companies	Invited purchasing executives and PCBC exhibitors
Cost	National buyers are complimentary \$5,500 for exhibitors	Benefit of being a 2017 exhibitor
Meeting Space	At NBC, we create a relaxed environment with comfortable meeting areas and great seating for a productive and enjoyable day	The KBC—with its private meeting rooms—is built right on the show floor, maximizing your time and keeping you centrally located
Meeting Scheduling	PCBC sets up all 15-minute meetings for the participants. All manufacturers are guaranteed a meeting with each of the 13 buying teams	All participants register in the KBC scheduling software, then buyers and exhibitors request meetings with each other which are scheduled as 20-minute appointments
Meals	At the National Buyers Circle, all meals are provided throughout the day, including an end-of-day reception	The Key Buyers Club features a comfortable lounge, where we serve food and refreshments, for the purchasing teams and sponsors