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What is a Speed Meeting or Networking Round?

It is a **pre-scheduled, time-limited meeting** — typically no longer than 10 minutes — **between professionals** from a specific sector, in this case, the music industry. These meetings bring together two or more **individuals with shared interests or goals**, potentially leading to commercial or collaborative agreements. In some cases, it may simply serve as a space to exchange ideas and explore the possibility of future partnerships.





Networking Rounds

Those who have participated in market meetings are likely already familiar with the dynamics of so-called “Business Rounds.” At IBERMÚSICAS GLOBAL, we refer to them as “Networking Rounds,” adapting the format to better reflect the specific goals of these encounters.

These rounds are **held virtually**, so if you are selected by the Curators, it is important to keep the following points in mind to **properly prepare for the meetings.**





Keep in mind that...

- It is a **professional meeting space** where participants present their projects with the aim of identifying shared interests.
- It serves as a **networking opportunity** to establish new contacts and exchange valuable information.
- **Most importantly, it is not a job interview**, an evaluation, or a space for personal catharsis — rather, it is a focused setting to explore potential collaborations and agreements.





Once you receive the invitation to a Networking Round (speed meeting), it's important to follow these steps:

- **Research your counterpart:** Learn who you'll be meeting with. Carefully review the CURATOR's interests and explore the project or organization they represent.
- **Prepare a clear and concise presentation:** Structure your presentation in a straightforward and impactful way, emphasizing the key points of your proposal. Be sure to consider the preferred language for the meeting.
- **Organize your materials:** Ensure that any resources you plan to share during the meeting — or follow up with afterward — are ready and accessible.





Once you receive the invitation to a Networking Round (speed meeting), it's important to follow these steps:

- **Respect the assigned time:** Avoid exceeding the scheduled duration. Every project can be presented in under three minutes, leaving the remaining time to identify shared interests and explore potential collaborations — if there is professional alignment.





The curator should have a clear understanding of:

- **What you do.**
- **What sets you apart.**
- The **communities or audiences you connect with.**
- The **values** that guide your work.
- The **estimated costs involved in touring** (if the conversation reaches that stage).
- Your specific short- and medium-**term plans.**





A simple and effective way to organize your presentation is by answering the following questions:

- **Who are you?**
- **What are you looking for?**
- **How do you do it?**
- **Who do you do it for?**
- **What do you want to achieve with what you do?**





How to get ready:

Each answer in your presentation should be organized in **practical and concrete terms**. It's important **to stay focused and avoid overwhelming** the other person with unnecessary information -unless they specifically ask for more detail.

- Prepare a solid presentation:
Know your key points and tailor them to the person you're meeting with.
- Practice what you will say:
Rehearsing will help you stay within the time limit and communicate more clearly.





How to get ready:

- Keep everything updated:
Make sure your communication channels, digital platforms, and your IBERMÚSICAS profile are current and accurate.
- Be brief, specific, and practical:
Clarity and conciseness are key to leaving a strong impression.





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