

How to use Handshake?




Step 1 Representative profile

Great first impression is vital!

Your profile will be seen to all ICE participants, so make sure you update your profile picture, fill in the **contact information** and write short description.

YOUR INFO



Upload profile photo

sales@iceaselling.it

First name
Sergio

Last name
Mariani

Position in the company
Booking Manager

Phone
000000000

Visible only for people who will have a meeting with you, to be used for emergencies or organization details.

Short bio
Hi, I am the booking manager of **Iceas Selling** and I would like to meet with new brokers to increase bookings for 2021.

Write up a short bio about you, this will help you score more meetings.

Save

YOUR COMPANY



ETILIAN SAILING
Fleet operator
IT
www.etilian.it

☐ We also serve as a broker/agent

Fleet base country

Croatia, Greece

Upload company logo

Fleet size

3-30

30-100

100+

Save

YOUR COMPANY



ETILIAN SAILING
Fleet operator
IT
www.etilian.it

☐ We also serve as a broker/agent

Fleet base country

Upload company logo

Fleet size

Charter service

Step 2 Company profile

Fleet Operators

As a Fleet operator you should fill in 4 different points. Have in mind that you can choose more than one **country** for the location of your base or **service** that you offer.

The size of your fleet is important to suppliers and brokers.


We recommend you upload your **company logo** to be more visible to brokers and suppliers.

Suppliers

Choose **one or more categories** that can describe the core business of your company.

We recommend you upload your **company logo** to be more visible to fleet operators.

YOUR COMPANY



Yacht Sales Academy
Supplier
UK
www.yachtsalesacademy.com

Upload company logo

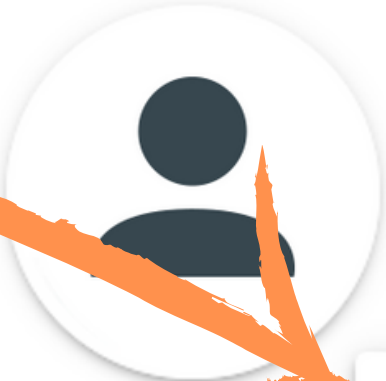
Supplier categories ▾

Save

Participants

Vincent Fournis
vincent@yachtsalesacademy.com

YOUR COMPANY



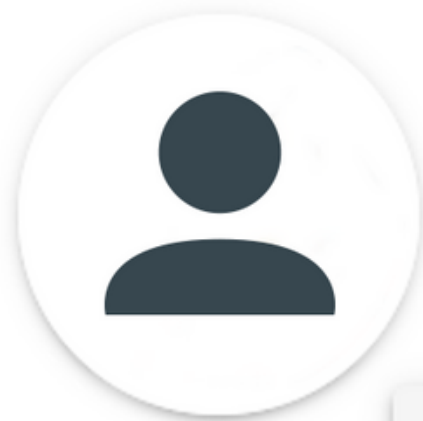
Yacht Sales Academy
Supplier
UK
www.yachtsalesacademy.com

Upload company logo

Supplier categories

- ☐ Marine software & applications
- ☐ Shipyards, boat manufacturers
- ☐ Yacht insurance, leasing, banking
- ☐ Yacht sales
- ☐ Other goods and services

YOUR COMPANY



SailChecker
Broker
US
www.sailchecker.com

Broker categories

- ☐ Travel agency
- ☐ Tour operator
- ☐ Charter Broker
- ☐ Sailing Club

Upload company logo

Brokers

Choose a **category** in which your broker agency belongs to.

We recommend you upload your **company logo** so that you are more visible to fleet operators.

YOUR COMPANY



SailChecker
Broker
US
www.sailchecker.com

Broker categories ▼

Upload company logo

Save


Step 3

Start scheduling meetings!


Open your meeting schedule and fill it in with new meetings. You can prearrange meetings before ICE but you can also arrange meetings during the ICE.

Each day you can have a maximum of 24 meetings. and each meeting is **30 minutes long**.


Meeting slots are **from 8:00 CET to 20:00 CET**. To arrange a meeting, you can click on a time slot or the orange plus sign in the bottom right corner.



ICE'20



0 New Meetings



Pending meetings (2)

Handshake logo

Handshake logo

want's to meet at 12:30 Nov 27, 2020

[Accept](#) | [Reschedule](#) | [Decline](#)

Handshake logo

Handshake logo

want's to meet at 09:30 Nov 28, 2020

[Accept](#) | [Reschedule](#) | [Decline](#)

Thu, Nov 26th

Fri, Nov 27th

Sat, Nov 28th

08:00	<div>Book a meeting</div>	08:00	<div>Book a meeting</div>	08:00	<div>Book a meeting</div>
08:30	<div>Book a meeting</div>	08:30	<div>Book a meeting</div>	08:30	<div>Book a meeting</div>
09:00	<div>Book a meeting</div>	09:00	<div>Book a meeting</div>	09:00	<div><div>Handshake logo</div><div>Handshake logo</div><div></div><div>151</div></div>
09:30	<div>Book a meeting</div>	09:30	<div>Book a meeting</div>	09:30	<div><div>Handshake logo</div><div>Handshake logo</div><div></div><div>2F1</div></div>
10:00	<div>Book a meeting</div>	10:00	<div>Book a meeting</div>		
10:30	<div>Book a meeting</div>	10:30	<div>Book a meeting</div>	10:00	<div>Book a meeting</div>

+

08:30 - Nov 26, 2020

Fleet operators

Suppliers

Brokers

Company country

Fleet base country

Fleet size

Charter service

< Back to simple search

✕ Clear search

DIMITRIS VOGIATZIS

AF YACHTING LTD

Available, book a meeting

Dimitris Kappellou

AFERON YACHTING

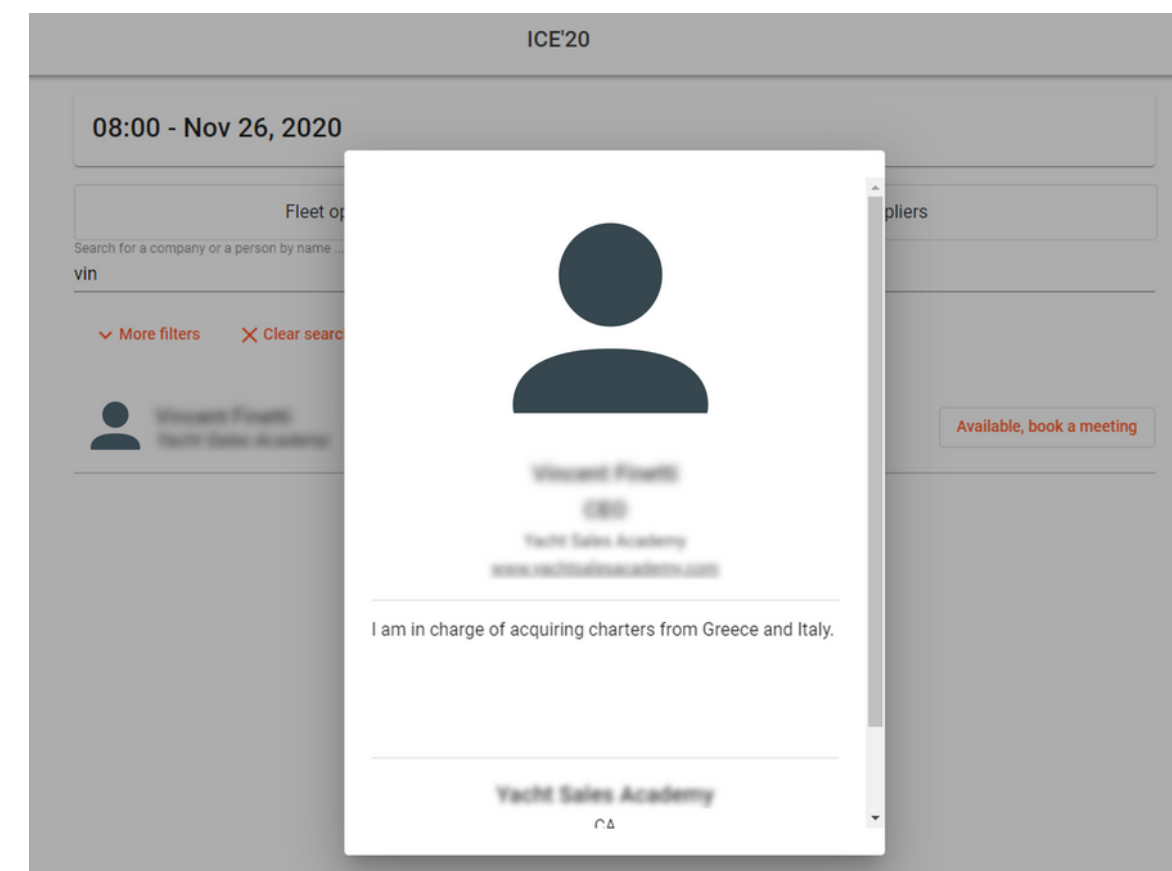
Available, book a meeting


You can search for meetings using **filters** by **sector**, by **category** and by typing the **name** of a company or a person you would like to meet with.

Once you find the person you would like to meet with, **click on the button – Available, book a meeting**


When searching for someone, you can also click on their name, or the company name, and their **profile will pop up**.

We recommend you to **check out the profile before arranging a meeting**.




Handshake


ICE'20




11:00 AM
11:00 AM



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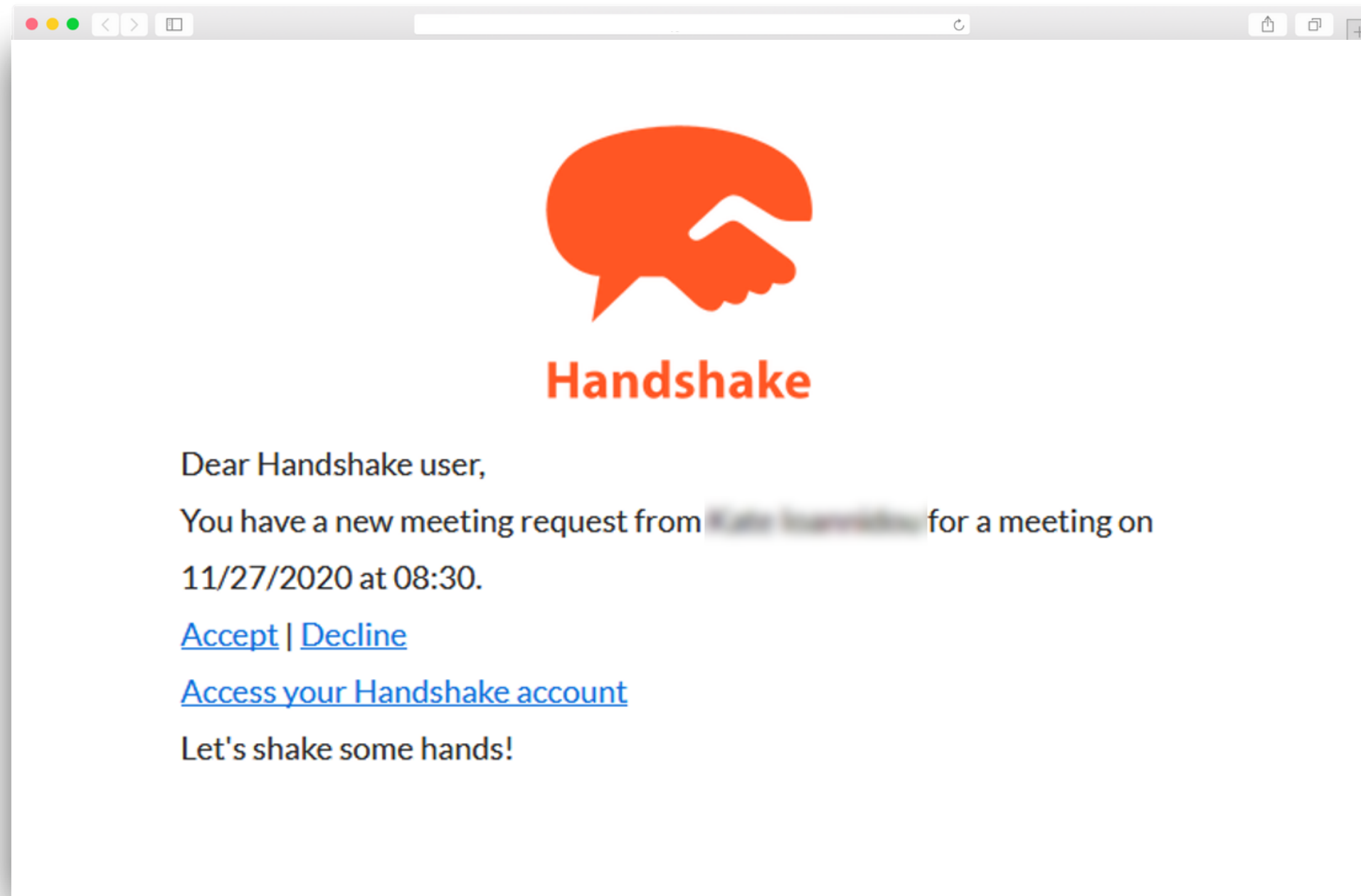
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09:30	<div>Book a meeting</div> <div></div>	09:30	<div>Book a meeting</div> <div></div>	09:30	<div><div>Accept</div><div></div><div></div><div>2F1</div></div>
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10:30	<div>Book a meeting</div> <div></div>	10:30	<div>Book a meeting</div> <div></div>		
				10:00	<div>Book a meeting</div> <div></div>

Your schedule will start to fill up with meetings.

Accepted meetings are green. **Pending meetings** are yellow.

If you want to check out your notifications just click on the **notification icon** in the upper right corner of the page.

Note that you can have a meeting with one person more than once if necessary.



You will receive **e-mail notifications** about meeting requests.

Please check your inbox spam if you do not receive any e-mails in the first few days.

**We wish you good
luck and a lot of
successful meetings!**

