

2018 AOCs Annual Meeting & Expo

May 6–9 | Minneapolis Convention Center | Minneapolis, Minnesota, USA



How to convince your supervisor to support your AOCs Annual Meeting experience

You know the annual meeting will help you reach your professional goals, but you are not sure how to demonstrate to your supervisor that investing in your annual meeting experience is an investment for your organization as well. AOCs has three steps to help you secure the funding you need to join your colleagues in Minneapolis in 2018.

Step 1: Build a meeting agenda for yourself.

Identify the [technical sessions](#), [Hot Topic Symposia](#), and [networking activities](#) that you plan to attend. If you are member of an AOCs [Common Interest Group](#), [Division](#) or [Section](#), the group's activities are quality ways for you to network with those of like-minded interests and learn how you can develop leadership capabilities that you can bring back to your organization.

[Short courses](#) are an excellent way to build specific expertise in a focused environment. You can maximize your travel expenditure by attending a short course before the meeting.

Step 2: Connect the investment.

The “Why?” is the most important part of your pitch: connect how your knowledge building and networking will not only provide personal growth but also a solid return on investment for your supervisor, team and larger organization. You can do this by connecting titles and content of sessions, symposia, and short courses to your current and future tasks and project goals.

Consider answers to the following questions:

- How will the annual meeting expand your technical knowledge, business knowledge or both?
- What knowledge will you bring back to your organization and share with colleagues?
- What networking opportunities will allow you to build global contacts in your respective industry(ies)?

Bring your answers, along with your personalized agenda, to an in-person conversation with your supervisor or use them to complete the email template on page 3.

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Specifics for government and academic attendees to include in their pitches

- **Meeting with working groups, committees or both:** The annual meeting provides a forum for working groups and committees to convene amid the latest research updates and eliminate travel expenses for a separate meeting.
- **Learn about future funding opportunities:** The annual meeting provides networking events that foster academia and industry collaboration. In addition, this year's meeting will host a [Hot Topic Symposia on "Research and Technology Priorities for Fats and Oils,"](#) where program officers from US funding agencies will discuss research priorities of their respective agencies related to fats and oils science and technology and upcoming opportunities for extramural funding. Emerging grand challenges in lipids from an industrial perspective, including areas that may bridge collaborative research between academia, government laboratories and industrial sectors, will also be discussed.
- **Provide students with early career development:** Students can gain input on their research by presenting, network with fellow students and potential future employers, and learn about the latest research and technology in their field(s) of interest.

Step 3: Discuss the meeting with your supervisor sooner rather than later.

As soon as you have completed Steps 1 and 2, meet with your supervisor or send him or her your tailored version of the email template on page 3.

[Registering by March 30](#) can save you up to US \$100 off registration, in addition to allowing you to reserve the lowest hotel and airfare costs by making plans early, all of which reduce the cost to your organization.

Internal approval processes can take a long time, too; starting early means you do not have to pressure your supervisor or others into pushing necessary forms or emails through your organization's approval process, if it has one.

Additional funding information for AOCs members

Members of the AOCs [European Section](#), [Industrial Oil Products Division](#), [Lipid Oxidation and Quality Division](#), and [Protein and Co-Products Division](#) should visit their Section and/or Division's webpages for information on funding opportunities.

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Email Template

Dear [name],

The [2018 AOCS Annual Meeting & Expo](#) is a premier international science and business forum on fats, oils, surfactants, lipids and proteins. Attending this conference will help me build knowledge and expand my network in [your area of expertise].

I have identified three specific areas where my attendance will provide the greatest return on investment, which I have estimated in the table below.

- Session/symposia/short course title
 - [Personalized description connecting title and/or content to your current or future tasks, projects or both.]
- Session/symposia/short course title
 - [Personalized description connecting title and/or content to your current or future tasks, projects or both.]
- Session/symposia/short course title
 - [Personalized description connecting title and/or content to your current or future tasks, projects or both.]

Expense	Cost (US \$)
Registration	
Short course [only include if you plan on attending one]	
Airfare	
Transportation	
Hotel	
Meals	
Total	

I welcome the opportunity to meet with you and further discuss how attending this meeting will benefit my professional development as well as our team.

Sincerely,

[Your name]