Convince Your Boss: ISM World 2027 Team Experience

Hello [DECISION-MAKER NAME],

I'm requesting approval to send a team of 10 from [TEAM/DEPARTMENT] to ISM World 2027, May 16–18, 2027, at the Gaylord National Resort & Convention Center in National Harbor, Maryland, through the ISM World Team Experience.

This is an investment in shared capability and execution. Instead of one attendee bringing back isolated notes, the team can divide across career-stage and topic-focused sessions, compare practitioner lessons, and return with a coordinated plan tied to our priorities.

The learning is built around issues already affecting our work:

- AI in practice, including how peers are applying it to sourcing, analysis, reporting and productivity.
- Supplier, geopolitical and economic risk.
- Resilient teams, leadership and the human skills required to perform through change.
- Greater strategic influence across the business.
- Real practitioner cases, including what worked, what did not and what others would do differently.

Opening keynote Nick Saban will set the stage with lessons on leadership, talent development, culture and sustained team performance. The broader program will help the team translate those ideas into practical action across our function.

The Team Experience adds structure for organizational follow-through:

- Ten full-access in-person registrations.
- A pre-event planning session with ISM to align learning tracks to our KPIs.
- An onsite strategy suite with AV for team debriefs and development of a 90-day action plan.
- Reserved seating at conference meal functions and a reserved table at the ISM Awards Gala.
- An exclusive learning experience focused on the soft skills that drive influence, collaboration and organizational impact.
- A professional group photo and participation in the Charity Challenge.

For our organization, I propose that the team focus on [CURRENT BUSINESS PRIORITY OR CHALLENGE]. Within [TIMEFRAME] of returning, we will:

- Combine takeaways into one 90-day action plan with owners and next steps.
- Share the most relevant tools and practitioner lessons with [TEAM/DEPARTMENT].
- Present recommendations for [BUSINESS PRIORITY], including expected value, risks and implementation considerations.

Estimated Investment

- Team Experience package for 10: $17,964 (this is early bird pricing until January 15)
- Hotel: $289 per room, per night × 10 rooms × 3 nights = $8670 plus applicable taxes and fees. Resort fee included.
- Travel: $[AMOUNT] per person × 10 = $[AMOUNT]
- Estimated total: $[AMOUNT]

Package details and current pricing: ISM World Team Experience

I see this as an investment in the team's ability to execute together, not a development perk for 10 individuals. I would appreciate your consideration and welcome the opportunity to walk through the proposed attendees, learning priorities and return plan.

Thank you,

[YOUR NAME]