

# Five things we ask of a co-host.

An IC Dinner is a small, invite-only room of agrifoodtech operators. No stage, no pitching, no panel. **It works because the co-hosts fill the seats and run the tables.** That's the whole job — here it is in five lines.

**TIME COMMITMENT** About 10 hours in total — spread over the weeks before the dinner

## 1 COMMIT TO INVITING 3 PEOPLE

You personally invite **three guests** to the dinner. Not three invites sent — three people in the seats. Send them yourself, follow up yourself.

## 2 INVITE THE RIGHT ROOM

Agrifoodtech **founders, executives and ecosystem players** only. **No investors.** This room is operators talking to operators — that's what makes people open up.

## 3 JOIN THE CO-HOST WHATSAPP GROUP

Guest list, venue logistics and run-of-show all live there. If you're not in the group, you're not in the loop.

## 4 FACILITATE A SMALL-GROUP DISCUSSION

We break the room into **groups of 5-6**. You lead one. Keep it moving, make sure every person at your table speaks, and hold the no-pitching line.



## 5 OPEN WITH THE FTW INTRO — STAGE 1

Before your group talks, you introduce the FTW global community — the newsletter, the podcast, IC events, the masterminds and the Hub — then make the ask for leaders. Under two minutes.

**WORD-FOR-WORD SCRIPT ON PAGE 2**

### WHAT YOUR GUESTS GET

After the dinner we share **every attendee's email and LinkedIn** with the whole room. Nobody leaves with a stack of business cards they'll never use.

### IC DINNERS AROUND THE WORLD



**San Francisco**  
USA · Future Food-Tech



**Amsterdam**  
NL · FFT Alt. Proteins



**Barcelona**  
Spain · Vitafoods



**Dubai**  
UAE · Gulfood

# How to open **your table**.

Two minutes, standing, before the discussion starts. Don't read it off the page — say it like you mean it.

## SAY THIS FIRST

"We're a global community of agrifoodtech founders who are looking to raise, scale and sell their businesses."

## THEN WALK THROUGH WHAT THE COMMUNITY IS

### 1 THE NEWSLETTER

**3,000 subscribers.** The biggest news in the sector, every week.

### 2 THE PODCAST

Interviews with founders and investors who **raised or deployed capital in the last 6 months.**

### 3 IC EVENTS

Live and virtual, worldwide. **This dinner is one of them.**

### 4 MASTERMINDS & FIRESIDES

Closed-door sessions with **leading CEOs** around the world.

### 5 THE HUB

The world's most accurate **fundraising database** and resource library for agrifoodtech — who's investing, who's raising, and how to reach them.

## CLOSE WITH THE ASK

**Everything we do is volunteer-run and grassroots.** There is no agency behind this and nobody is getting paid. It exists because operators like the people in this room decided to build it.

We are actively looking for leaders to step into open positions — hosting dinners in their own city, running the podcast, driving the newsletter, building the Hub. **If you want to lead in this community globally, come find me tonight.**

## AFTER THE DINNER

We share everyone's email and LinkedIn with the full room. Tell your guests that up front — it's the reason people say yes.

## THE ONE RULE

No pitching, no selling, no investors working the room. Real conversation between operators, or it doesn't work.

## YOUR CO-HOST CHECKLIST

1 Invite 3 people

2 Founders & operators only — no investors

3 Join the WhatsApp group

4 Lead a group of 5–6

5 Deliver the Stage 1 intro & the ask

🕒 ~10 hours total

## THIS IS WHAT YOUR TABLE LOOKS LIKE



**One co-host, one table.** You're in the conversation, not presenting to it.



**Everyone at the table talks.** That's the job — make sure nobody sits silent.