

**MONEY
20/20**
by informa...

USA
OCTOBER 18-21, 2026
LAS VEGAS

Money20/20 USA 2026

Money20/20 Connect

Step-By-Step Guide for Sponsors



STEP-BY-STEP GUIDE

- / GETTING STARTED
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- / EXPLORE ATTENDEE & SPONSOR LIST
- / SHOW INTEREST OR SKIP PROFILES
- / ARRANGING MEETINGS WITH CONNECTIONS
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- / QUALIFYING QUESTIONS (SPONSORS ONLY)
- / EVENT AGENDA
- / MANAGE YOUR SCHEDULE
- / HOW TO SCAN LEADS
- / HOW TO RETRIEVE LEADS



1. Getting Started

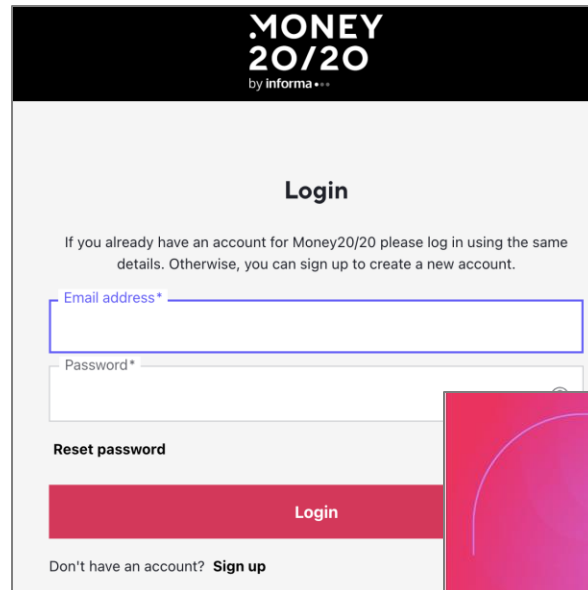
Follow these steps to ensure smooth access to Money20/20 Connect, our official networking platform and app.

/ If you haven't already, please register for a Money20/20 account

- If it's your first time attending Money20/20 USA, register for an account [here](#). Make sure to use the same email address that was used to register your pass.

/ Log in to Money20/20 Connect

- Access [Money20/20 Connect](#) using your Money20/20 account login info.
- Log in using the **email associated with your pass**.
- If you're unsure which email was used, contact your internal pass manager who assigned your pass.

A screenshot of the Money20/20 login interface. At the top, the logo 'MONEY 20/20 by informa***' is displayed on a black background. Below this, the word 'Login' is centered. A message states: 'If you already have an account for Money20/20 please log in using the same details. Otherwise, you can sign up to create a new account.' There are two input fields: 'Email address*' and 'Password*'. Below the password field is a 'Reset password' link. A large red button labeled 'Login' is positioned below the input fields. At the bottom, a link says 'Don't have an account? Sign up'.

2. Profile Setup

By following these steps, you'll ensure your profile is optimized for networking and event participation.

/ Update Your Profile

- Use the **"Update Profile"** tab to:
 - Add or edit your company name
 - Update your bio
 - Update your job title
- **Enable Networking** to access networking features and the attendee list

/ Confirm Your Contact Details Visibility

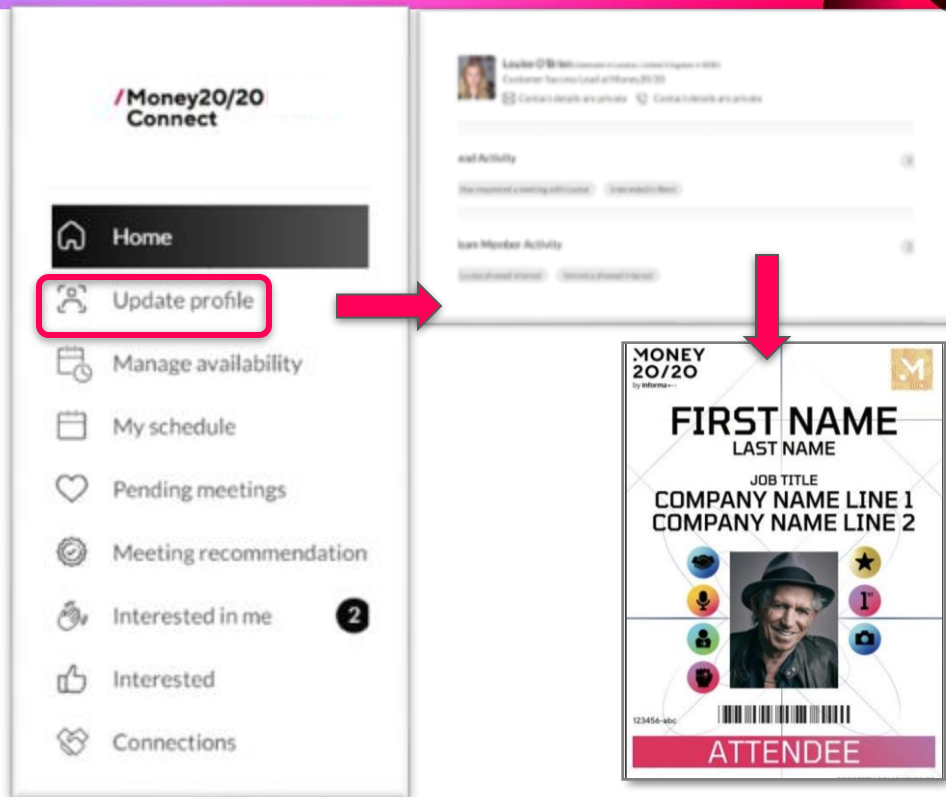
- Decide whether your contact details (email) should be **private or visible for connections**.
- You can adjust this in the "Update Profile" section if needed.

/ Save Changes

- Always **select "Submit"** to save your updates.

/ Profile Updates = Badge Updates

- Any changes made to your profile will be reflected on your badge at the show.



Top Tip: Networking needs to be enabled to benefit from our networking features. Without this turned on, you won't be able to see the attendee list, message or schedule meetings and other attendees won't be able to view your profile.

3. My Team (SPONSORS ONLY)

/ Access “My Team” (on the desktop version only)

- In the top navigation bar, you will find “My Team”.
- **The first person from your company to login will automatically become the admin. If this person should not be the admin, they can reassign admin access to another user within the “Team Members” space.**

/ Ensure Every Team Member is Listed

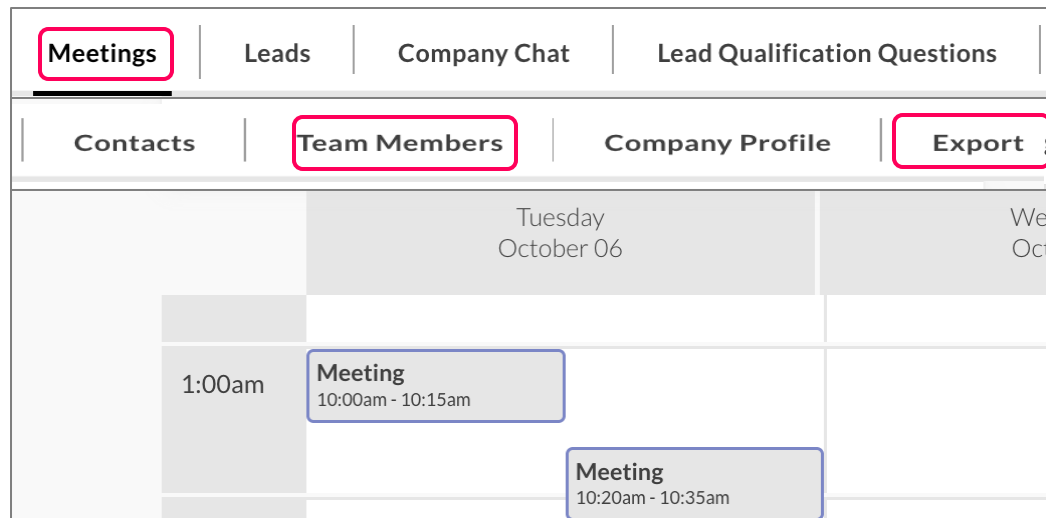
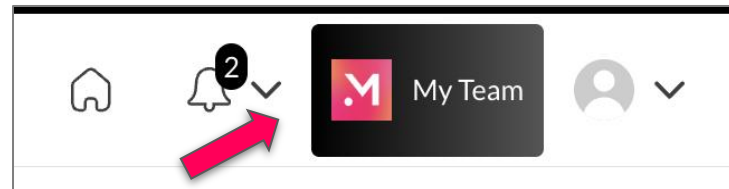
- Check the “My Team” section in the top navigation bar.
- If any team members are missing, email cs.usa@money2020.com.

/ Key Functionalities for Sponsors

- View your **team’s full calendar** for pre-show planning.
- **Book meetings** on behalf of colleagues.
- Receive **inbound leads** ahead of the show.
- Review all leads in real-time.
- **Export all leads** pre-, during, or post-show.

/ Admin-Specific Permissions (Export)

- Only the admin can export leads.



Top Tip: Ensure none of your colleagues are missing from the “Team Members” area. If they aren’t tagged as a team member, they won’t be able to download any leads post-show.

4. Explore Attendee & Sponsor List

Via the sidebar, you will be able to access the attendee list. **Filter via job title, region, sector, and more to find the people you want to meet with.**

You can also navigate the speaker and sponsor list in similar fashion.

Note: these lists are continuously updated, so make sure to revisit regularly.

Top Tip: Use the search bar at the top to search attendees or sponsors by name or company. There is also a filter included in the results page.

The screenshot displays the Money20/20 Connect web application. On the left is a sidebar with navigation options: Manage availability, My schedule, Pending meetings, Content recommendations, Meeting recommendations, Interested in me, Interested, Connections, Attendees, Startups, Sponsors, Speakers, Agenda, and Questions!. The 'Sponsors' option is highlighted with a red arrow. The main content area shows a search bar at the top, followed by filters for 'Sort: Gr...', 'Company Sector', and 'Company Subsector'. Below these are logos for '5 Star Sponsors' including 'adyen' and 'amdocs'. A second red arrow points to the 'Attendees' option in the sidebar. A third red arrow points to the 'Attendees' option in a dropdown menu that also includes 'Switch Events', 'Interactive map', 'Startups', 'Sponsors', 'Speakers', 'Agenda', 'RiseUp & Amplify', and 'Industry Nights'. The main content area below the dropdown shows the 'Attendees' list with filters for 'Sort: Name', 'Company Name', 'Status', 'Area of Interest', and 'Company Sector'. Two attendee profiles are visible: 'Aamir Aftab, Chief Product Officer at JazzCash Pakistan' and 'Aamir Ibrahim, CEO at Jazz Pakistan'.

5. Show Interest or Skip Profiles

By following these steps, you'll help the platform tailor your meeting opportunities for a more productive event experience.

/ Show Interest

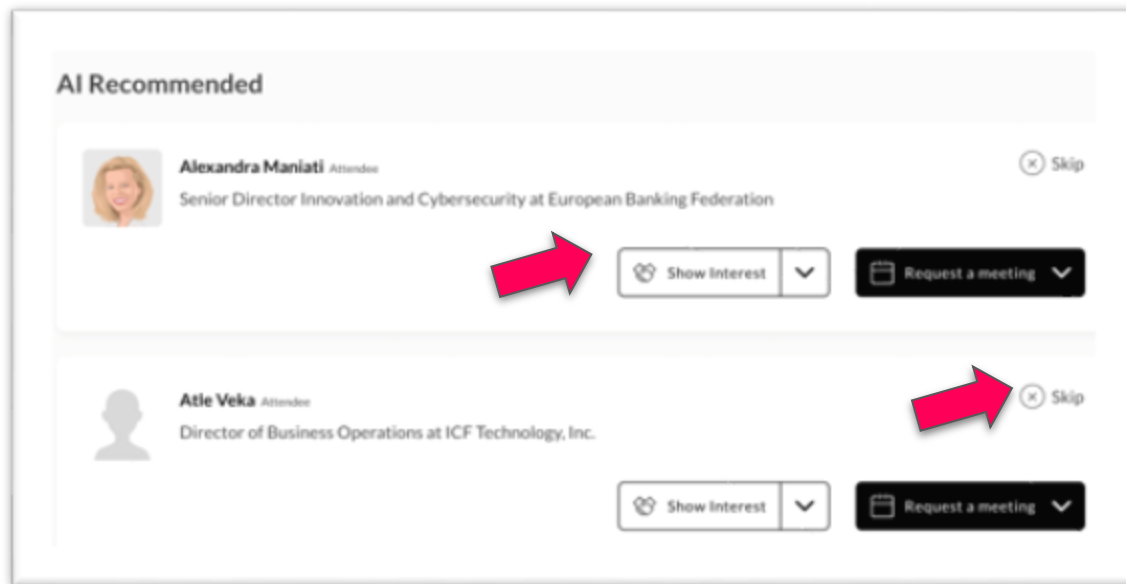
- Select profiles of attendees you wish to connect and meet with

/ Skip Profiles

- Avoid profiles of attendees you'd prefer not to engage with.

/ Understand Matching Process

- Your **preferences and interests are used by AI to match you with attendees.**
- Note: There's no guarantee you'll meet the exact attendees you show interest in, but technology aims to match you with similar profiles.



Top Tip: The more you use the recommendations function, the more the technology improves its suggestions. You can also show interest in and message sponsors.

6. Arranging Meetings

Follow these steps to manage your connections and schedule productive meetings.

/ Request Meetings

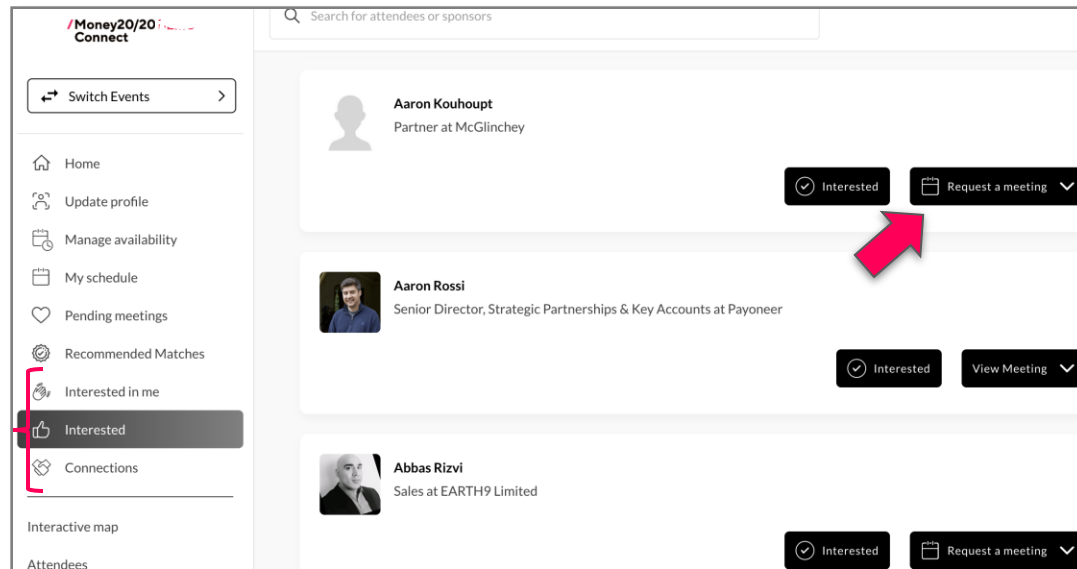
- Go to **"Connections"** to see accepted connection requests and schedule a meeting.
- Review **"Interested"** and **"Interested in Me"** sections to request meetings.
- You can have a **maximum of 20 pending meeting requests**.

/ Meeting Location

- A **Connections Lounge table number** will be provided once both parties accept the **meeting**. Pending meetings will not have a location assigned.

/ Add Attendees

- Click the **"+" symbol** next to the initial attendee to add more participants to the meeting.



Top Tip: When requesting a meeting, it is advised that you become a connection first. Also, it doesn't hurt to send a welcoming "personal message" with the meeting request. This increases your chance of a connection being made.

7. Score Leads & Add Notes (SPONSORS ONLY)

Follow these steps to effectively track, organize, and manage your connections. Use the desktop version to:

/ Add Lead Notes

- Record vital **information about connections to avoid forgetting key details.**
- Access notes by going to **My Team > Leads > Total Leads > View Lead Details** on a connection's profile > **Add a Comment**

/ Score Leads

- Rate leads **from 1 to 5** to help organize connections post-event.

/ Download Lead Information

- Sponsors can download **contact and meeting details, including lead notes and scores.**

/ Mention Team Members in Lead Notes

- Tag team members who contributed to forming the connection or need to follow up.
- Specify **who should manage the relationship** during or after the event.

The screenshot displays the Money20/20 Connect desktop interface. At the top, there's a navigation bar with a search bar (circled 2), a home icon, a notification bell, and a 'My Team' dropdown menu (circled 1). Below the navigation bar, the 'Leads' section is active, showing a summary of leads: 0 To Review, 3 Reviewed, and 3 Total Leads (circled 3). A lead profile for Louise O'Brien is shown, with a 5/5 star rating and a 'Customer Success Lead' title. The profile includes a list of actions: 'Has connected with Remi', 'Interested in Remi', 'Remi showed interest', 'You showed interest', 'Viewed by you', and 'Has been qualified by you'. At the bottom of the profile, there are buttons for 'View lead details' (circled 4), 'Interested', and 'View Meeting'.

Note: Leads will not see your notes

8. Qualifying Questions (SPONSORS ONLY)

Follow these steps to gather valuable insights and optimize your lead qualification process.

/ Understand Qualifying Questions

- Use these to assess if a lead is a good fit for your product or service.
- Examples:
 - Is this person the primary decision maker?
 - What solutions are they currently using?

/ Set Up Your Questions

- On the desktop version Go to **My Team > Lead Qualification Questions** to input your qualifying questions.

/ Add Answers to Qualifying Questions

- Go to **Leads > Total Leads > View Lead Details > Edit** to add answers to questions

/ Download Qualifying Question/Lead Information

- Answers to qualifying questions will be included in lead downloads available on the desktop version (admin users only).

The screenshot shows a lead profile for Louise O'Brien, a Customer Success Lead at Money20/20. The profile includes a 'Qualifications' tab and a 'History' tab. The 'Lead score' section displays five yellow stars with the text 'Tap to give a Lead score'. Below this is the 'Qualification Questions' section, which contains a table with the question 'Does this person have sign off rights?' and a 'Yes' response. To the right of the table is an 'Edit' button. At the bottom right, there is a circular overlay showing three input fields for comments, with the text 'No Comments Yet' below it.

9. Event Agenda

Follow these steps to plan your event experience effectively.

/ Explore Content Sessions

- View the **Agenda** for details on days, times, speakers, themes, and stage locations.

/ Use Filters

- Sort sessions by location or interest to find what suits you best.

/ Add to “My Schedule”

- Select sessions that interest you to add them to your personal calendar.

/ Get More Information

- Click on a session for further details and context.
- Discover similar session suggestions to expand your options.

Top Tip: Make sure to check out the **Sponsor Event Agenda** so you don't miss out on the sponsor-led events on the show floor!

9:30am - 10:35am

Money20/20 Introducing: Tuesday

 Fusion Stage Thinking differently Show more ▼

Speaker



Suji Yoganathan
Delivery Manager at Money20/20



Add to Schedule



10:00am - 12:00pm

10. Manage Your Schedule

Follow these steps to stay organized and maximize your event experience.

/ Track Your Meetings

- Go to **“My Schedule”** to view meetings you’ve arranged or that have been arranged for you.

/ Review Notifications

- Check your app notifications for any pending meeting requests. You will also receive emails regarding meeting requests.

/ Plan Your Day

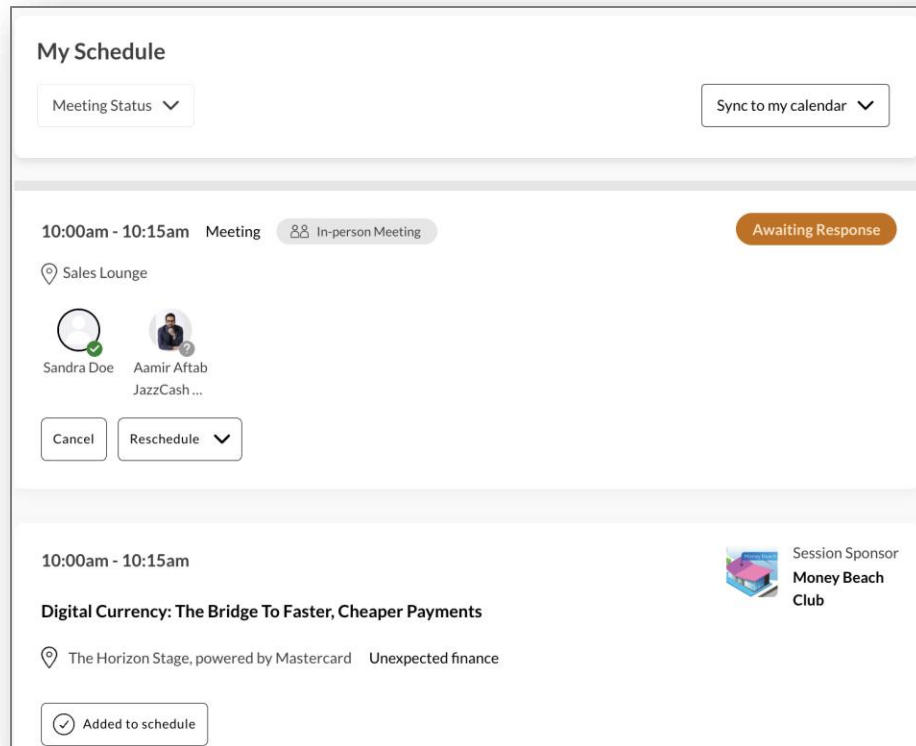
- Add content sessions and show floor events to your schedule to organize your day effectively.

/ Export Meetings

- Export your **meetings to your personal calendar via your email provider.**
- Note: Sync times may vary depending on the provider.*

/ Use the App onsite

- Make meeting updates, changes, and **access live information directly through the app during the event.**



11. How To Scan Leads on the App

Follow these steps to scan the barcodes of attendee badges at the show. Any badges scanned will be categorized as a connection and you will receive contact information for that person.

/ The day before the event, you'll notice a **"Scan to Connect"** bar within the app.

- When you click on it, the app may prompt you to grant camera access. To enable this, simply go to your device settings, search for the **Money20/20 Connect**, and allow camera access.

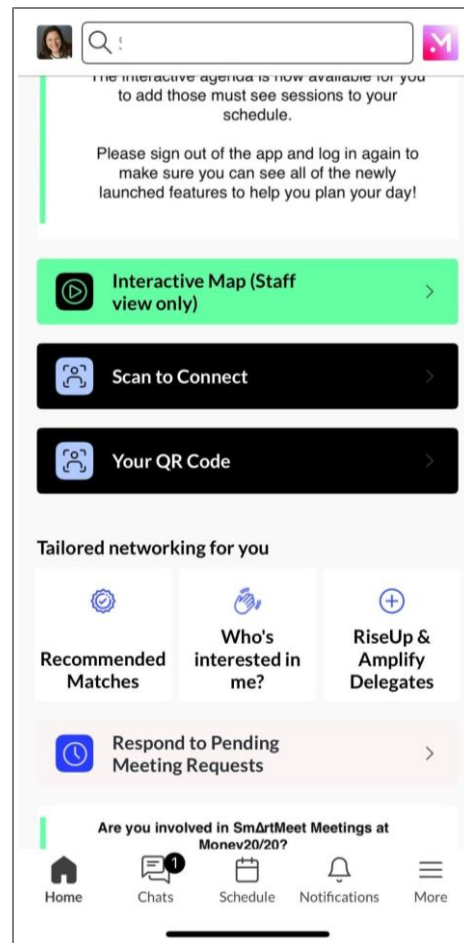
/ Once you've granted permission to access your camera, return to the app, click on **"Scan to Connect,"** and your camera will be ready to scan the barcodes on attendee badges.

/ **When a badge is scanned:** you receive more lead information, including name, email, company, and title.*

/ **For accepted meetings:** you'll receive the name, job title, and company.*

/ If you have Lead Insights, it will provide additional information.*

*Information shared depends on privacy settings chosen by the attendee



12. How To Retrieve Leads

Follow these steps to download your team's leads.

/ If your sponsorship package includes Lead Insights (NEW for 2026!), you will receive an email with instructions on how to access your lead data.*

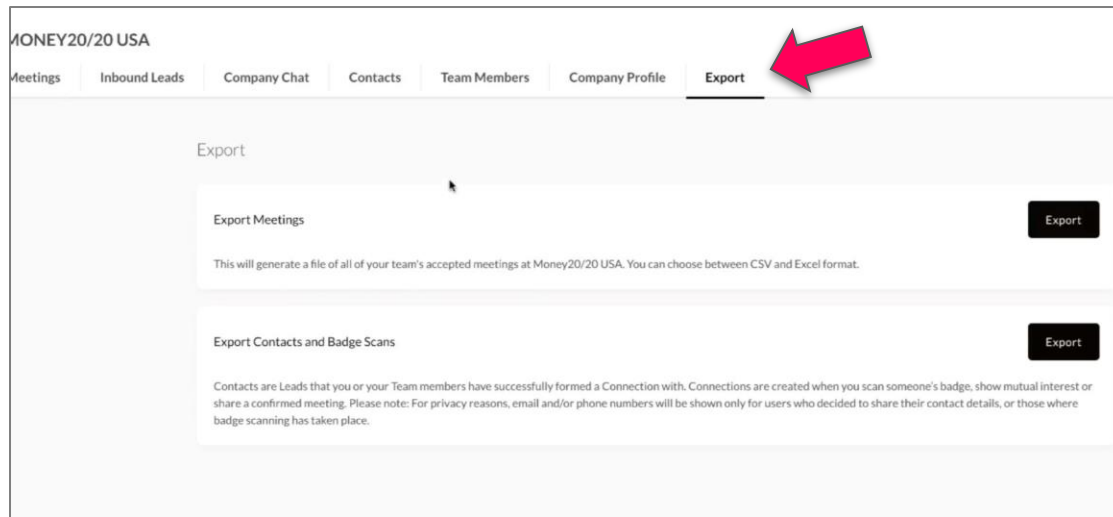
/ Log in to the desktop version of Money20/20 Connect

/ Navigate to My Team > Export

/ On the **Export** tab, you can access all leads associated with your team. **These are leads that you or your Team members have successfully formed a Connection with.** These leads include individuals who have used the Connect platform to:

- Have their badge scanned by a team member
- Had a confirmed meeting with a team member
- Showed mutual interest and connected with a team member

Please note: For privacy reasons, email and/or phone numbers will be shown only for users who decide to share their contact details or for those for whom badge scanning has taken place.



Top Tip: Since the platform and app remains active for 30 days post-event, you still have time to connect. To do so, express interest in a lead; if they reciprocate, a connection is formed, and their lead details become accessible.

*To confirm if your sponsorship package includes Lead Insights or to learn more, Contact Customer Success at cs.usa@money2020.com.



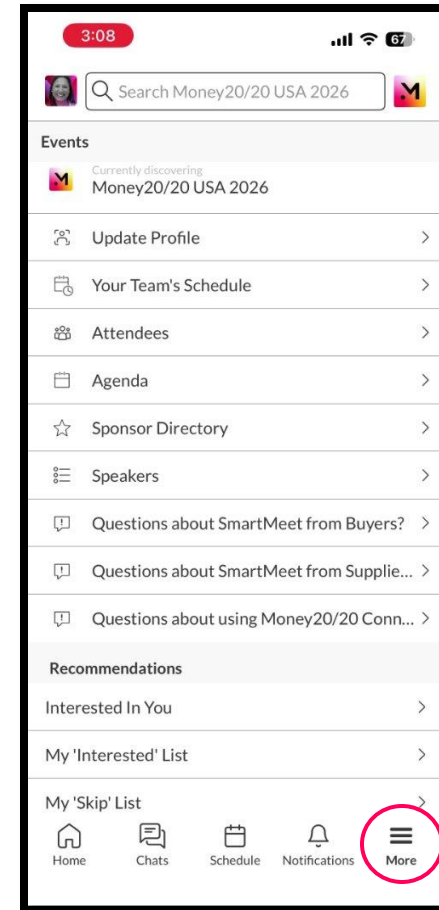
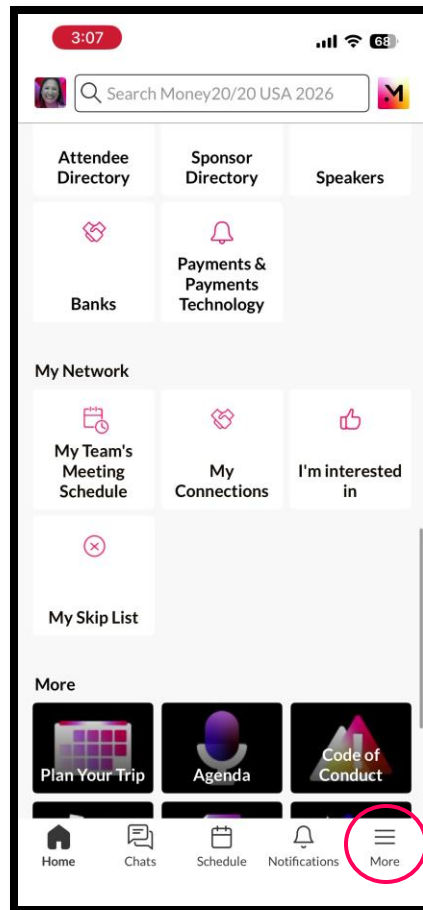
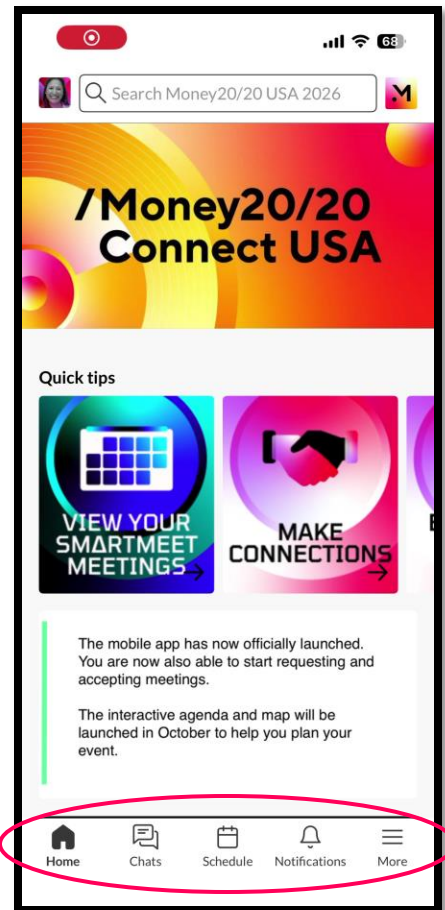
MOBILE APP VIEW

On The App Navigation

Navigation at the bottom of the app screen.

"More" is where you can:

- View Team's Schedule
- View Attendee List
- Access the QR / Badge Scanner



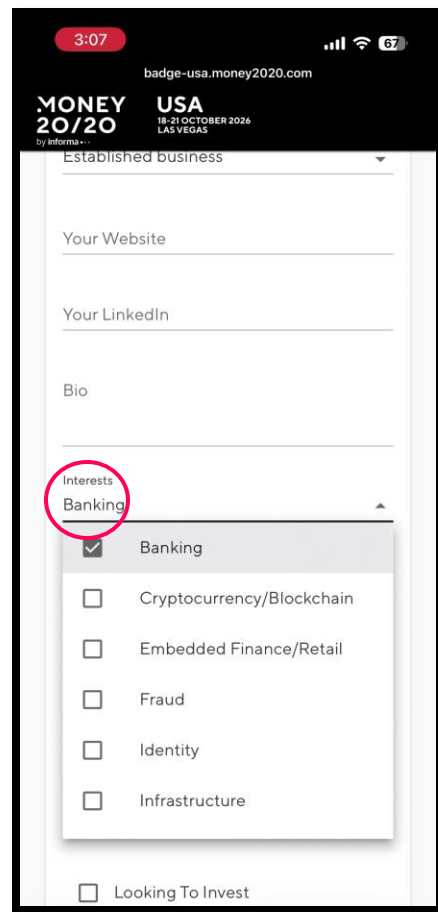
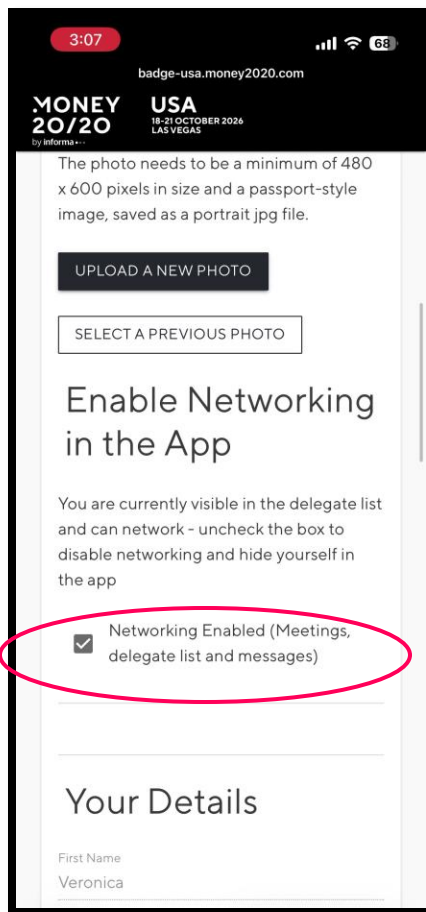
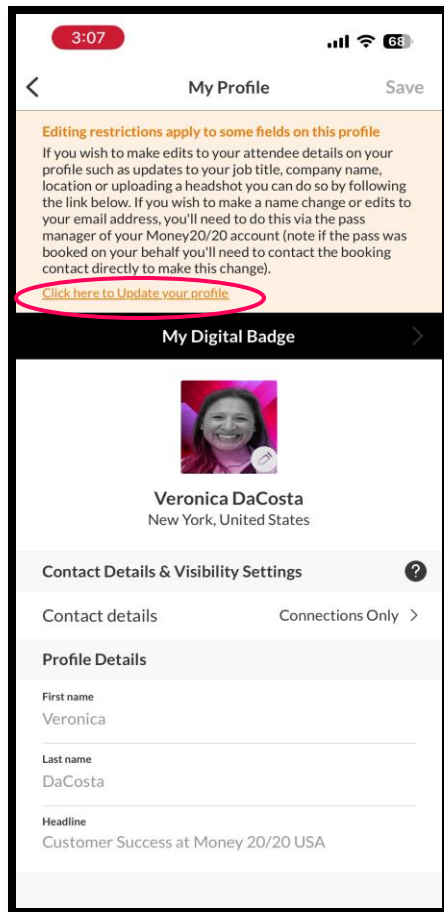
On The App

Your Profile

Click on the link to update your profile.

Make sure Networking is Enabled

Select Interests and Looking to Meet



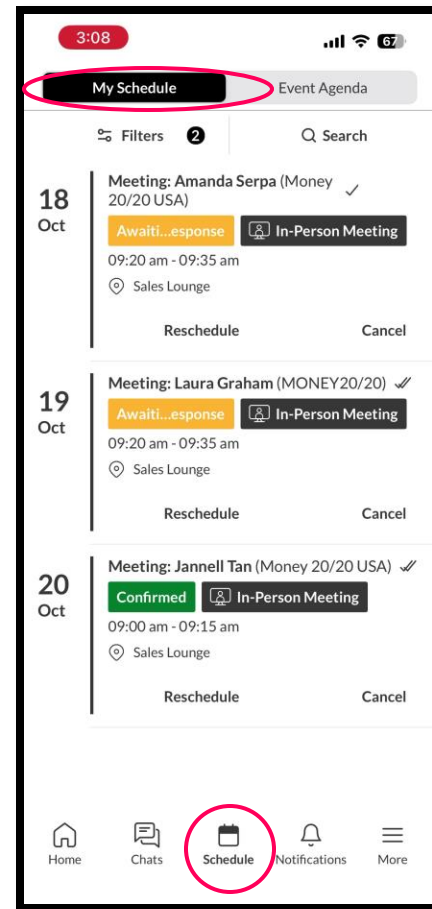
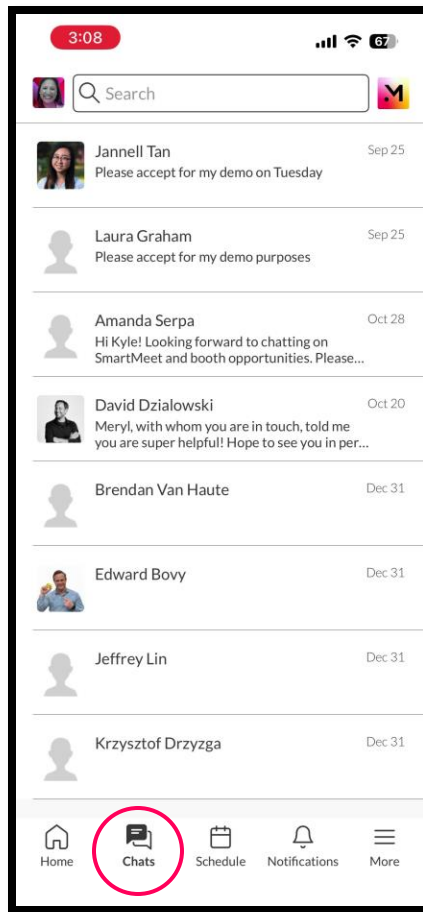
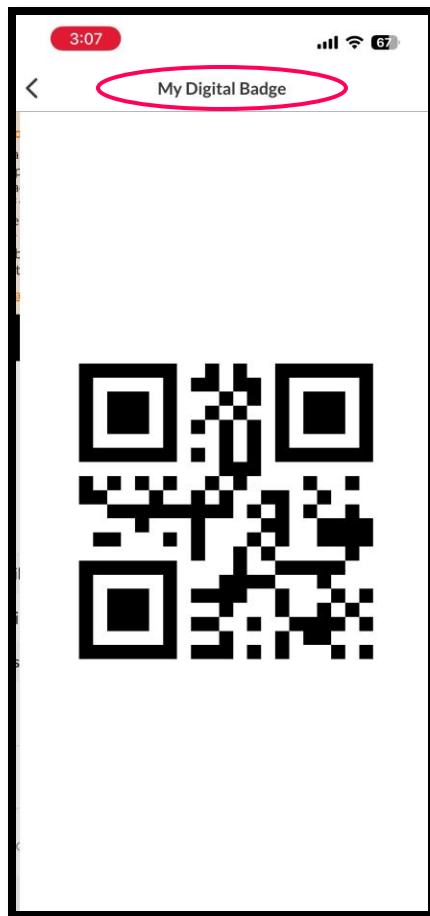
On The App

Your Badge, Chats and Schedule

My Profile: Access your Digital Badge

Review your Chats

Review Your Schedule and the Event Agenda



On The App

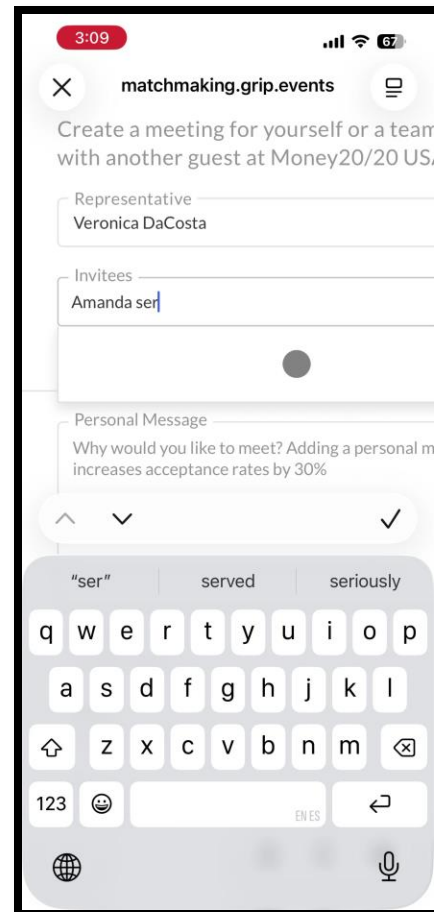
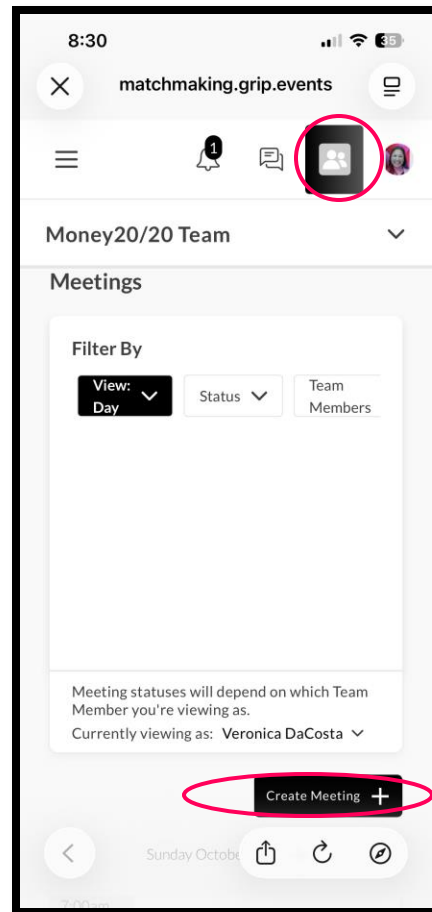
Event Agenda

My Team

Create a Meeting

Schedule > Event Agenda: Click on the calendar icon to add to your schedule

More > Your Team's Schedule to view meetings and create new meeting requests



On The App

Set Meeting Location, Day and Time

More > Your Team's
Schedule > Create new
meeting requests (cont'd)

matchmaking.grip.events

Create a meeting for yourself or a team with another guest at Money20/20 US

Representative
Veronica DaCosta

Invitees
Amanda ser

Personal Message
Why would you like to meet? Adding a personal message increases acceptance rates by 30%

matchmaking.grip.events

Location
Sales Lounge

Any

Sales Lounge

SUNDAY: Connections Lounge - Seated (max: 2)

SUNDAY: Connections Lounge - Standing (max: 2)

SUNDAY: Connections Lounge - Group Seated (max: 2 ppl)

MON-WED: Connections Lounge - Group Seated (max: 2 ppl)

MON-WED: Connections Lounge - Seated (max: 2)

matchmaking.grip.events

Location
Sales Lounge

Date
Sunday 10/18/2026

Time
9:40am - 9:55am

Cancel

Send

On The App

Filter Attendees

Lead Scoring

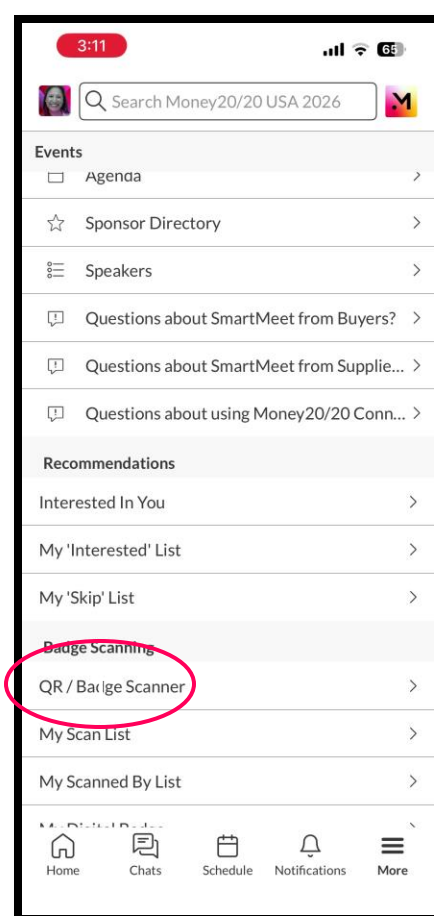
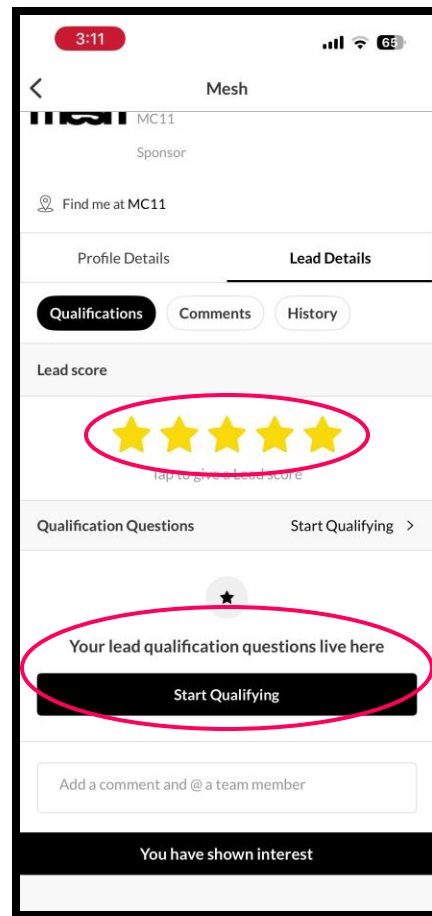
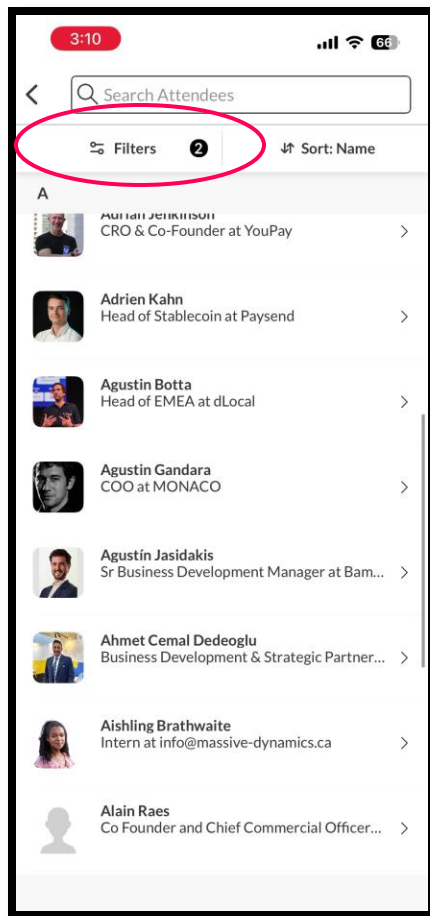
Qualification Q's

Badge Scanner

More > Attendees > Filters

More > Sponsor Directory > Lead Details to add a Lead Score and/or answer Lead Qualification Questions (lead details can also be viewed for individuals)

More > QR/Badge Scanner to scan leads



MONEY20/20 USA

OCTOBER 18-21, 2026

IF YOU EXPERIENCE ANY
DIFFICULTIES WITH MONEY20/20
CONNECT, PLEASE REACH OUT TO
CONNECTIONS@MONEY2020.COM
FOR MORE HELP.

[BOOK A DEMO](#)
WITH THE CUSTOMER SUCCESS
TEAM.