

### BE PREPARED

When you talk to your boss, be prepared with a plan for how your responsibilities will be managed for the week that you're away from the lab/office. Suggest that there's still time to plan deadlines around the ICDD XRF clinic.

Pick the Right Time to Talk About It:

- Lay the groundwork with your boss by sending her/him the [XRF](#) flyer, then schedule a brief meeting to state your case in person.
- Explain the ROI on sending you to the clinic; i.e.: sharing what you learned with your co-workers; proper specimen preparation techniques; radiation safety; discussing problems encountered by other participants; etc.
- State the fact that attending the ICDD clinic will make you a valuable asset to your company.

Be ready for your boss to object:

**Boss:** "Five days is a long time to be away from the lab/office."

**Your response:** "True, I will be away but while I'm at ICDD, I will be available during all break and lunch times. I'll be able to stay in touch at the same time I'm gathering useful information and techniques that will take our team's work to the next level."

**Boss:** "It's too expensive."

**Your response:** "The benefits far outweigh the cost. The different techniques I will learn will not only be beneficial to me but our team as well; keeping that in mind it's a great value. You can't get training like this anywhere else. And... ICDD offers a reduced registration fee if I register early!"

### SHOW WHY NETWORKING MATTERS

- Fresh ideas....
- New information....
- Advice and support....
- Building confidence....
- Gaining a different perspective...

### COMMENTS FROM PAST ATTENDEES

**Excellent clinic. An opportunity to interact with XRF expert practitioners. Another advantage and resource is the participants who come from many different industries with differing expertise.**

2019 XRF Attendee

**It's a great overview of XRF and the variety of capabilities!**

2019 XRF Attendee

**As a relatively new XRF user, this class was the perfect way to prepare me with knowledge to take back to work. Very helpful resources and pertinent questions to take back to my boss and instrument vendors.**

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