

## Transcription „How to open a Dialogue Exhibition?“

“Hello, my name is Anja. I am a senior project manager at Dialogue Social Enterprise.

We are a mission driven company and use exhibitions as catalysts for social change. We employ blind, deaf, and old people in our exhibitions. DSE is Hamburg based, but you can find our exhibitions all over the world.

My main job is to support our partners helping them to bring an exhibition or workshop to their cities.

Our most popular format is “Dialogue in the Dark”. “Dialogue in the Dark” has had millions of visitors and has been running for over 30 years, provided work for thousands of blind people, and inspired hundreds of partners to show and share “Dialogue in the Dark” in their cities.

### **How do we share what we have learned over the past 30 years?**

We have developed a social franchise format. We share our entire knowledge and give you a clear financial indication. All this provides you with the best base to adapt your Dialogue to the local circumstances.

Setting your Dialogue exhibition can take from 6 month to over a year. It is important for us to understand your background. It helps us to customize our services.

After the space and budget are settled, we would be happy to visit you to gain a better understanding of your organization, the local circumstances, and the specific requirements you may have. We will also study how the exhibition can be adapted to the space. You will then join us in Hamburg for a training.

We will work with you throughout the project to support you with the concept, the budget, and business plan, and with finding sponsors. We share best practices of the global Dialogue network and of course help you to recruit and train your future guides. They are the soul and the essence of Dialogue exhibitions.

My job will be to guide you and your teams through the whole production process including the construction of the exhibition, graphic design, soft- and hardware, sound and special effects, safety regulations, pricing, educational programs, and the whole operational process.

It is a lot of work, but there is no better pay off as when you see how the exhibition impacts people, how your team flourishes.

Please don't hesitate to contact us, we will be delighted to answer your questions and to guide you through the process of becoming a changemaker with Dialogue Social Enterprise.”