



Networking Tip

Business Cards and the follow up

courtesy of Will Kintish - www.kintish.co.uk

Business cards, we all have them and we all use them or do we just throw them all over the place giving them to anyone, even leaving them to be picked up. Perhaps we should look at them in a different way; are business cards there to be read, be interested in and then used to note the day in which you have agreed to call and follow up? That way there is an expectation for your call.

Always ask which is the best number to get them on – if you have created a rapport you might get their direct line or mobile – a lot easier than negotiating with the gatekeeper – and a great way to keep in touch with people who are not always office based.

Final words at any networking event should be positive and include how great it was to meet and promising you'll call on the agreed day. A promise to call and the fact that the call is expected gets past most gatekeepers. If you make the call then you are establishing the trust and reliability that is the basis of strong business relationships. The call is about securing a meeting and to start doing business.

Do not commit the networking crime – not following up. The full list of attendees at this event is available on www.business-networksw.co.uk – members' area.

Special Offers inside.....



Chris Gordon of Auditel Ltd
Tel 01453 542495

We will review you or your clients costs for free – consultancy on a no-savings, no-fee basis delivered by the UK's number one cost management organisation. We can look at over 150 cost categories from energy to telephones, insurance to stationery to business rates.

Even if you are a small organisation or a sole trader there is probably something we can do for you.

We will happily pay a finders fee for introduction to larger clients.

Bob Coyne of BLACK TIE PORTRAITS
Tel: 0117 939 5961

For Business Network members, and their family & friends, a 10% discount off of our Wedding Photography price list for 2009. For Business Network members who recommend our Wedding Photography services.

If we receive the booking, we will give a bottle of champagne.

Contact Bob on 0117 939 5961 or
sales@blacktieportraits.co.uk

Nick Porter of Blue Arrow
Tel: 01179 544 694

With over 15 years experience in executive search Nick Porter at Blue Arrow welcomes enquiries from members looking for employment advice.

Nick can provide current recruitment intelligence on your business sector including up to date applicant numbers, salary expectations, talent movement and market opinions.

If you or someone you know is looking for that next career step, requires recruitment advice or has a vacancy please feel free to contact him on 01179 544694 or email
nicholas.porter@bluearrow.co.uk

With the current market conditions now may be a good time to make this call.

Steve Leahy of Bridgwater Communications SW Ltd
Tel: 08708 308649

Free Mobile Broadband Dongle and connection to O2 Mobile Broadband and first three months free. Normally £12.77 per month + vat. Also Free telecoms overview for any Business Network member, no obligations.
steve@bridgwatercommunications.co.uk

Serge Dondoua of Casino Corporate Ent Ltd
Tel: 0800 389 4283

The Royale Casino Entertainments offered 2 casino tables for the price of 1!! £300 instead of £495! This offer is only available between March and June and subject to availabilities

Fiona Hallworth of Clifton College
Tel: 0117 3157 440

Prom on the Close
Saturday 4th July 2009 - Gates open at 4.30pm, concert begins at 7.30pm.

This outstanding musical event continues to be a highlight of the social and musical calendar – and is gaining a reputation as Bristol's finest summer party, a fantastic concert set against the stunning backdrop of Clifton College. This year we are delighted to welcome two outstanding performers who are making their debut appearances at the event.

Natasha Marsh is one of the UK's most exciting opera singers and is a highly respected soprano within the opera world. Her debut album 'Amour' hit the top of the classic charts within its first week of release.

Nicky Spence is a highly accomplished tenor who is slowly taking the classical music world by storm. He won the coveted Katherine Ferrier Singers Prize at the age of just 18 and has toured with the likes of Lesley Garrett, Katherine Jenkins and Bryn Terfel.

Supported by the south west's leading orchestra, the Emerald Concert Orchestra and conductor Jae Alexander. There will also be performances by Clifton College's outstanding musicians and choir.

Whether you are looking to enjoy our luxury hospitality or a picnic on The Close with your friends and family, The Prom on The Close provides a magical and unforgettable atmosphere. As the sun sets behind the beautiful buildings, relax to the sound of wonderful music culminating in a grand finale in typical Prom tradition! Discount for group bookings
www.promontheclose.com



**Nigel Peck of
N3 DISPLAY GRAPHICS (BRISTOL) LTD**
Tel: 0117 965 5566

Special discounts for Business Network Members - Any competitive price beaten on a like-for-like basis..

Claire Emery of Flexible Training Partners
Tel: 08448 80 80 90

Make it a Special Mother's Day with Bespoke Organics!

Treat someone special this Mother's Day (22nd March) with a hand-blended skincare product made by Claire Emery from Flexible Training Partners. Claire recently launched Bespoke Organics as a twilight venture to make use of 8yrs aromatherapy experience and will be bringing this new and beautifully packaged product range to the BBN lunch on 11th March to make the shopping experience easy for you!

Each product can help nourish and protect the skin and smells as good as it looks having been made individually by hand using organic essential oils to capture the benefits of natural plant materials.

Best sellers include: Mature day cream 60g £14.95 (good for dry skin and wrinkles containing organic oils: Geranium, Ylang Ylang and Orange), organic chamomile cleanser 100g £ £10, Jojoba hand and foot cream 200g £10 and GIFT BOX SETS from £15.95 – affordable luxury!

Also available are: soaps, candles, bath oils, body lotions, hair care and a NEW MEN'S FACE CREAM (containing organic oils: Cedarwood, Lemon and Frankincense).

To find out more or book a home pamper evening please contact: claire@bespokeorganics.com

Jeni Chandler of KELLY SERVICES (UK) LTD
Tel: 0117 934 9400

Not sure if you have a staffing requirement? Why not schedule in a "no-obligation" chat on 01179349400. We can then advise whether our service would save you time or money!

Jeremy Townsend of Picture of Health

➤ **Tel: 01666 504718**

Distribution of the ground breaking liquid nutraceutical VIBE.

- **Just released clinical trials confirm VIBE reverses DNA damage.**
- **In addition, independently conducted tests reveal that VIBE is totally dissolved and absorbed into the body's cells within 60 seconds after ingestion.**
- VIBE is a must for everyone wishing to maintain good health and, as an increasing number of testimonials bear witness, for all with health challenges.
- Liquid nutritional supplementation is the way forward.
- VIBE is the leader in this field.

Try FREE samples. There is nothing to lose and a lot to gain.

James Short of STRATEGIC PLANNING SOLUTIONS
Tel: 01275 848991

How to benefit from the current financial 'credit crunch'; SPS offer one hour free business health check: decide where you are going & how to get there

Neil Kinnerly of THE BEST OF BRISTOL LTD
Tel: 01454 228 213

From The Best of Bristol 25% off one years advertising for members of the Business Network.

Duncan Laker of WELCOME TELECOM LTD
Tel: 0870 7777011

Reduce costs; reduce your carbon footprint with Fax 2 e-mail. WELCOME offers a full range of numbers that can deliver faxes to your inbox. Free to set up this service means that you only print the faxes you need to.



Business ™ South West 2009

15 & 16 October 2009.

Business South West returned to the **Westpoint Arena in Exeter on 16 and 17 October 2008** and attracted businesses from across the region. This **two day event** offered a wealth of expertise to both the exhibitor and visitor alike. The exhibition had a real South West flavour to it with **over 150 exhibitors** and echoed what we all love the area for throughout the arena.

All of our 2877 registered visitors gained a wealth of **FREE** information and valuable business advice to help them through the current difficult economic climate and enable their business to move forward.

Various seminars took place over the two days in the Pyramid Presentation Theatre including topical subjects such as understanding difficult issues in sales in this current financial climate and local information on developments taking place in East Devon such as the new Skypark Development on the edge of Exeter. Thanks to fantastic media coverage of the event on **Exeter FM, Palm FM Radio** and **ITV Westcountry**, an impressive number of visitors made their way through the doors.

With successful turnout of more than **2,500 visitors** attending the free seminars, meeting new businesses and taking part in the Speed Networking, this event really was **the golden opportunity to meet new potential clients.**

To reserve your space contact Jobserve Events on 01823 250579

APRIL	Thursday 23 MERCURE HOLLAND HOUSE HOTEL & SPA	<i>James Short SPS</i>
		<i>Chris Gordon - Auditel</i>
MAY	Wednesday 13 THE AVON GORGE HOTEL	<i>Flexible Training Partners</i>
		<i>Dekken</i>
JUNE	Wednesday 10 REDWOOD HOTEL & COUNTRY CLUB	<i>Dekken</i>
		<i>N3 Display Graphics</i>
JULY	Thursday 9 MERCURE HOLLAND HOUSE HOTEL & SPA	<i>N3 Display Graphics Getting the most from your exhibitions</i>
		<i>Speaker slot available</i>
AUGUST	Wednesday 5 TBC	<i>Seminar Available</i>
		<i>Speaker slot available</i>
SEPTEMBER	Wednesday 9 REDWOOD HOTEL & COUNTRY CLUB	<i>Greaves Brewster – Intellectual Property</i>
		<i>Speaker slot available</i>
OCTOBER	Wednesday 7th TBC	<i>Seminar Available</i>
		<i>Speaker slot available</i>
NOVEMBER	Wednesday 11 REDWOOD HOTEL & COUNTRY CLUB	<i>Seminar Available</i>
		<i>Speaker slot available</i>
DECEMBER	Thursday 10 MERCURE HOLLAND HOUSE HOTEL & SPA	<i>Seminar Available</i>
		<i>Christmas Event</i>

Please let me know if you wish to have the opportunity to host a seminar or be a speaker.

I take it as a huge compliment to The Business Network that members with such experience and expertise give their time freely to share their knowledge with other members and guests.

The seminar/workshop/business briefing ideally is between an hour and up to 1.5 hours long. The room and coffee is provided by Business Network as is any equipment that you may require.

Business Network will market the seminar to members and potential visitors and handle all the bookings. It will be added to the Business Network (SW) website along with your company logo and a link to your website.

As a seminar host you have the opportunity of inviting customers/clients and potential customers and clients along.

Feedback tells us that these are a great opportunity to showcase your expertise and also is a great way for fellow decision makers to understand more about your business and how it can benefit them.

Our Speaker today is Claire Emery of



'A Refined Framework for Line Managers' (4 new people management competencies) from an organisational viewpoint and the personal effects of stress.

Claire is a Bristol based professional training consultant and facilitator with excellent communication and influencing skills. Focuses on providing a first class service to all customers using extensive knowledge and experience to reinforce business strategies, adapt to individual needs and follow up implementation of action plan objectives.

Founding Director of Flexible Training Partners Ltd

Specialises in leadership, management and personal development tailored programmes for cross sector clients. Highly motivated and experienced in all aspects of training since 1989. Subject areas include communication strategies, change management, competency frameworks / interviewing / assessment centres, board development, leadership, problem solving, motivation, facilitation skills, 1-1 and team coaching, workplace counselling, assertiveness, stress management, team work, appraisal, performance management, facilitation and classroom management and holistic therapy / relaxation techniques. Manages associate team and development of adult education programme. Builds active networks.

Claire is also Director of Bespoke Organics Ltd offering hand-blended bespoke skincare products using organic essential oils to address individual skincare needs. There is also a pre-blended range available.

Each product can help nourish and protect the skin and smells as good as it looks having been made individually by hand using organic essential oils to capture the benefits of natural plant materials.

Part and parcel of relieving the effects of the everyday stress.



Claire Emery, MIGHT, MATL
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