

BNI REGIONAL TRAINING CALENDAR: MAR 2011

As part of your membership of the Edgwarebury Chapter of BNI, you are required to attend at least one training workshop in a 6 month period. All training workshops are free but where food is provided, all attendees are asked to pay for their meal. Please find below a list of some training events this month. For more dates and to book go to 'Training' in the 'Members Area' at www.bni-europe.com/uk

DATE / DAY	TYPE OF TRAINING	TIME	VENUE
23/03/11 Wednesday	Member Success Training	14:00 - 17:30	Bedfordshire Golf Club
23/03/11 Wednesday	Presentation Skills Workshop	18:00 - 21:00	Bedfordshire Golf Club
23/03/11 Wednesday	Chapter Development Workshop	18:00 - 21:00	The Bobsleigh Hotel
28/03/11 Monday	Member Success Training	13:30 - 17:00	Gilwell Park, Chingford
28/03/11 Monday	1-1 Relationship Skills Workshop	18:00- 21:00	Gilwell Park, Chingford
07/04/11 Thursday	Networking Skills Workshop	14:00 17:00	David Lloyd Club, Enfield
07/04/11 Thursday	Member Success Training	09:30 - 13:00	David Lloyd Club, Enfield

Referral Skills:

How to get your fellow members to bring you more serious business and a host of creative ways of bringing new business for your fellow chapter members.

Presentation Skills:

Improve your presentation & personal communication skills to maximise the business you get from your chapter. We help you to get the most of your 60 second presentation.

Networking Skills:

Could you improve your effectiveness when walking into a room full of members and visitors? We combine behavioural & personal interaction skills to increase your profits.

Chapter Development:

Members receive most of their referrals from people in the same power group as them. Learn how growing your power group and your chapter goes hand in hand with increasing sales.

1-1 Relationship Skills:

A 1-1 should be about generating business through relationships. Learn how to build better relationships with your fellow members as well as showing you how you can get more business from having 1-1s.

BNI SUBSTITUTE PROGRAMME

You are allowed 3 absences in any 6 month period. If you cannot attend a meeting, please arrange a substitute to represent you at the meeting. A substitute can be anyone as long as they are not a member of the chapter and they do not conflict with an other member's profession. Preferably use another member of your company, a client or a friend, please give them a copy of this sheet, a prepared 60 seconds and directions to the venue. Please also make them aware of the dress code, the meeting fee and BNI structure.

NOTES, NEWS & EVENTS...

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www.bni-edgwarebury.co.uk

CURRENT LEADERSHIP TEAM

Chapter Director:
Adam Woolf

Membership Co-ordinator:
Craig Ihlendfelt

Secretary Treasurer:
Mandy Rhodes

Membership Committee:
- Estelle Benveniste
- Clive Daley
- Neil Giller
- Francis West
- Amanda Rhodes

Visitor Hosts:
- Jo Russell
- Richard Selwyn
- Andy Brandon
- Michael Clay
- Shelin Poon
- Estelle Benveniste

Education Co-ordinator:
Howard Marco

Training Co-ordinator:
Anthony Birn

Events Co-ordinators:
Mark Sykes

Mentor Co-ordinator:
Francis West

BNI Ambassador:
Lewis Malka - 07973 6267 89

BNI Regional Director:
Kathleen Waller - 01923 891 999

Visitor Information:
Visitors may attend 2 BNI meetings at a chapter.

Please inform your visitor that there is a dress code at the golf club which stipulates no trainers, shorts, jeans or sports wear, to bring a £10 meeting fee which includes a full breakfast and plenty of business cards!

EDGWAREBURY CHAPTER

FRIDAY
18TH MARCH 2011

"The" Business Referral Organisation

ABOUT BNI

BNI is a business and professional referral organisation that allows only one representative from each profession to join any of its chapters. The sole purpose of every BNI chapter is to generate more business for its members. There are currently 5,576 BNI chapters and in 2009, BNI members gave 6.2 million referrals, leading to business worth £1.6 billion. In the UK and Ireland alone, there are 646 BNI Chapters that in 2009 gave 659,066 referrals, leading to business worth £230 million.

ABOUT BNI EDGWAREBURY

The Chapter was founded in December 1997 and we have a varied group of trades and business professionals. We are considered the best BNI Chapter in the region by BNI and we are the 5th largest Chapter in the country. Being a member of BNI Edgwarebury makes good business sense. It's also the entry point to a group of humorous, sensitive, talented people who take business seriously but are always willing to laugh at themselves at 6.30 in the morning. BNI Edgwarebury is on the way up and we are passing more referrals and enrolling new members at a record rate, but we always welcome visitors to the chapter.

MEETING STRUCTURE

6.30 - 6.55	Open Networking
7.00	Meeting Begins by Chapter Director
7.00 - 7.10	Education Slot
7.10 - 8.00	Member & Visitor 60 Sec Presentations
8.00 - 8.10	10 Minute Speaker Presentation
8.10 - 8.30	Referral and Testimonial Giving
8.30	Meeting Close
8.30 - 9.00	Visitor Orientation / Member Networking
9.00 - 10.00	Venue available for Meetings / Networking

MEETING DATE & TIME

Meetings are held every Friday morning at the beautiful Bushey Hall Golf Club. The meeting starts promptly at 6.30am and finishes at 8.30am to allow members and visitors time to get back to their office for 9.00am.

Bushey Hall Golf Club - 01923 222 253
Bushey Hall Drive, Bushey, Hertfordshire, WD23 2EP, UK

MEMBER NAME:	PROFESSION:	REFERRALS & CONTACTS TO LOOK FOR THIS WEEK:	LAND LINE:	MOBILE:	E-MAIL:	10 MINUTES:	BIRTHDAY:
Adam Woolf	Air Conditioning		020 8959 6464	07973 564 111	adam@airwoolf.co.uk		02 Feb
Alan Greenfield	Jeweller		020 8950 2482	07956 567 015	thegreenfields@hotmail.co.uk		07 June
Alex Feigenbaum	Car Repairs & MOT Testing		020 8959 6776	07809 506 650	alex@minor-mania.co.uk		02 Aug
Amanda Rhodes	Lettings Agent		020 8207 3577	07899 816 295	amanda@acrlettings.co.uk		9th Dec
Andrew Mears	Removals		020 8201 5488	07771 508 723	mears@ambermoves.com		03 Apr
Andy Brandon	Graphic Design			07962 230 793	andy@steptoandson.co.uk	15 Apr	12 Sep
Anthony Birn	Insurance Loss Assessor		020 8201 0996	07860 537 682	a.birn@acmanagement.co.uk		30 May
Ben Margulies	Plumbing & Heating		020 891 48920	07534 404328	office@beexpress.co.uk		02 Mar
Clive Daley	Electrician		01923 850 607	07976 278 673	info@bonafidesparks.co.uk		20 Dec
Colin Phipps	Energy Efficient Lighting		01923 256 700	07951 958 605	colinhipps@cflighting.com		01 Nov
Craig Ihlenfeldt	Independent Financial Advice		0845 130 9434	07879 458 230	craig@si-financial.co.uk		12 Aug
Estelle Benveniste	Recruitment Consultancy		01923 835 900	07941 521 909	estelle@embrecruitment.com		01 Aug
Francis West	IT Solutions & Support		019293 260978	0787 255 2555	francis.w@westtek.co.uk	8 Apr	30 Apr
Greg Jenks	Courier		020 8424 9999	07958 514 930	greg@a2bdeliveries.com		19 Mar
Howard Marco	Men's Suits & Shirts Supplier		020 8906 7723	07958 708 380	sales@legalwear.co.uk		01 June
Ian Zeff	Security		020 8449 9017	07725 044 118	ian@cryptexsecurity.co.uk		23 June
Ishreen Bradley	Business Coaching Consulting			07734 209 809	info@bizas.co.uk		14 Feb
James Bloom	Chiropractor		020 8954 8311	07930 377 013	james@stanmorechiropractic.com		31 Dec
Jeremy Freeman	Web Site Design		0845 880 8018	07946 459 650	jeremy@bamps.com		25 Oct
Jo Russell	Photographer			07734 130 469	jo@jo-russell.co.uk	25 Mar	08 July
Kate Davies	Video Marketing		01923 369124	07948 418040	kate@digileaf.co.uk		23 Aug
Mark Sykes	Independent Mortgage Advice		01923 253 280	07770 888 598	mark@si-financial.co.uk		19 Nov
Michael Clay	Import/Export – Poland		020 8621 4000	07831 551 020	mc@dkm.pl		02 July
Monica Varo	Hypnotherapy		01923 224 320	07976 370 418	monica@fountaintherapy.co.uk		21 Sep
Neil Giller	Direct Mailing Services		020 8802 6111	07985 346 982	neil@centraldirectmail.com		13 Jan
Paul Casserley	General Insurance		01707 291 200	07966 841 721	paul.cass@bond-insurance.co.uk		04 Oct
Ray Seaton	Printing / Litho & Digital		01923 250 932	07775 578 917	ray@arcadiaprinting.co.uk		02 Dec
Richard Selwyn	Solicitors		020 8881 2272		rs@selwynandco.com		06 July
Richard Worsfold	Landscape Gardening		020 8420 2327	07796 268 562	acerlandscape@hotmail.com	18 Mar	10 Dec
Satnam Punglia	Utilities Supplier		0800 954 5164	07834 342 512	satnam@moneysavingbill.co.uk		25 Jan
Sebastian Silva	Commercial Cleaning		01895 639 659	07950 513 455	sebastian@silvacleaning.co.uk		26 Oct
Shelin Poon	Bathroom Product Supplies		020 8804 1868	07701 088 868	shelin@skyocean.co.uk		22 Dec
Stephen Bell	Driver Training		0800 612 9538	07984 493 798	stephen@sirensdrivingacademy.co.uk		06 Dec
Stuart Davis	Chartered Accountant		020 8905 2277	07989 947 273	stuart@ljd.uk.com		17 Aug
Warren Ellis	Builder		020 8959 6969	07973 145 671	warren@ellisprop.com	01 Apr	26 June
Substitute							
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POWER GROUP CATEGORY: CREATIVE / MARKETING BUSINESS SERVICES FINANCES / LEGAL HEALTH / WELLBEING IT / COMMUNICATIONS PROPERTY / BUILDING

WOULD YOU LIKE TO VISIT OUR CHAPTER? WE ARE A LARGE CHAPTER BUT WELCOME VISITORS AND THERE IS NO PRESSURE TO JOIN. PLEASE CALL A MEMBER TO ARRANGE COMING ALONG TO BNI EDGWAREBURY.