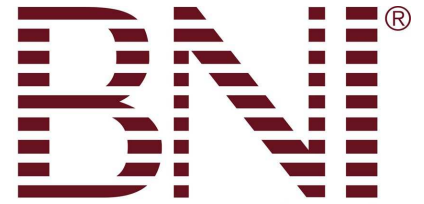


Enterprise Exchange Braintree



Our sole purpose is to generate more business for our members

www.enterpriseexchangebni.co.uk

What to expect as a Visitor to a Braintree Enterprise Exchange BNI Meeting

If you want more business, come meet our lively, energised and highly professional group at the Enterprise Exchange BNI Group based in Braintree.

You'll be greeted by one of Visitor Host team who will make sure you get the best out of your visit and provide you with a strong cup of coffee to help clear the Cobwebs.

We meet every Tuesday at 6.45am. The members form strong and trusting Relationships, which enable thousands of pounds worth of business to be referred amongst the group. Our philosophy at BNI is based on "**givers gain**" – if I give you business, then you will want to give me business.

We enjoy a cooked or continental breakfast with our colleagues; the cost of this is £10 per visitor (**FREE** for your first visit). **Our typical meeting agenda is as follows,**

1. 6.45 – 7.15 Open Networking
2. Welcome Visitors and Members and introduce the Leadership Team, Membership Committee, Visitor Hosts and Education Co-ordinator
3. Purpose and Overview of BNI
4. Networking Education
5. Announce Network Leaders
6. Pass Business Cards
7. Welcome New and Renewing Members to the Organisation
8. Members introduce themselves and give a 60-second presentation
9. Welcome Visitors to BNI and have Members Introduce them – (Visitors to also give a 60-second presentation)
10. Membership Co-ordinators report
11. Membership Committee Report (monthly)
12. Secretary/Treasurer announces 10 minute speakers
13. Speaker to give 10 minute presentation (1 member only)
14. Referrals – This gives the opportunity to give business to our colleagues or say something positive about the meeting
15. Secretary/Treasurer's Report
16. Announcements and Reminders
17. Door Prize
18. Close Meeting – 8.30am


You may want to bring this along with you so you can see how the meeting unfolds.

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What to bring along with you

1. £10 for breakfast (**FREE** for your first visit).
2. Plenty of business cards, at least 50.
3. A 60 second introduction (see below for suggested content) – be specific for best results!

Name, Company & What you do	10 secs
Why we can refer you with confidence	15 secs
What to listen for, & How to respond	20 secs
Target Clients 1. Pam Lyons @ Kites Solicitors 2. Peter Grimes – City Estate Agents	10 secs
Name, Company & Memory Hook	5 secs



How do you find us?



Lords Golf and Country Club
The Green
White Notley
Essex
CM8 1RG
01376 329328

Finally....

any queries you may have will be gladly answered if you contact any of the numbers on our website at www.enterpriseexchangebni.co.uk.

If you want to come to a meeting please refer to the 'Arrange a visit' section on our website.

We look forward to welcoming you to our meeting!