

Productive International Networking

Date: Thursday 11 February 2010

Venue: West London Business, Fifth Floor, One Lampton Road, Hounslow, Middlesex TW3 1JB

Time: 09.30 - 17.30

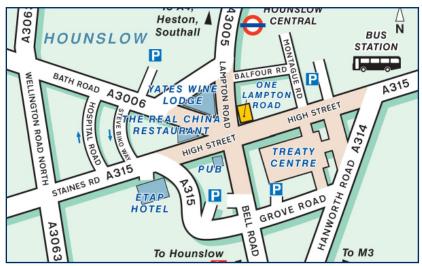
Cost: Free

Ready to take on global selling? Looking for exporting best practice and tips? Want to develop the worldwide relationships you already have? Need to develop more contacts?

Led by Pippa Blakemore, this practical and interactive workshop will analyse the networking skills which are required when trying to achieve business success.

This interactive session will help you make the most of international contacts and networks. It will look at how to develop a planned and structured long-term approach and the importance of building relationships and developing trust.

This event is open only to London businesses who have been registered and trading for 12 months or more.



ON THE AGENDA:

- The COPACABANA approach to international networking
- Where and how to network
- Who to network with
- How to prepare for effective networking
- Making the most of events, conferences, seminars and international gatherings
- Communication skills, use of business cards; what to say, maintaining conversation, how to get away, how to join a group and how to leave a group
- How to follow-up without being pushy

This project is part-financed by the European Union





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Title		ELIGIBILITY:	
 First name		Companies must have been trading for 12 months or more. They should be small or medium enterprises (SMEs) based in one of West London's six boroughs (Brent, Ealing, Hammersmith & Fulham, Harrow, Hillingdon and Hounslow) and must have fewer than 250 employees with a turnover of	
Surname			
Company name		less than £40m.	
Your job title			
Company address and		BOOKING OPTIONS: Please return this booking form to Nam Sharma to secure	
postcode		your place at this event. Pre-register now to avoid disappointment.	
Email		POST Complete this form in BLOCK CAPITALS and post to:	
Telephone		Nam Sharma, West London Business, Fifth Floor, One	
Website		Lampton Road, Hounslow, Middlesex TW3 1JB	
Business sector		FAX	
Number of employees	Full time Part time Casual	Complete this form in BLOCK CAPITALS and fax back to: +44 (0) 20 8577 7346 — FAO Nam Sharma	
Annual turnover		EMAIL	
Net profit		Complete this form in BLOCK CAPITALS and email to:	
 Depreciation		nam.sharma@westlondon.com	
 Annual sales (£)		FURTHER INFORMATION	
		T: +44 (0) 20 8607 2519	
Total wages		E: nam.sharma@westlondon.com Iondonevents.ukti.gov.uk	
If you are currently		Please tick if you would like further information about UKTI	
exporting, which markets and countries?		London events	
		DATA PROTECTION ACT 1998	
Country interest		Information regarding the collection, use, disclosure and processing of personal data is to be found in the Privacy Statement on the UK Trade & Investment website www. uktradeinvest.gov.uk. Having seen the website, please tick	
Export turnover			
Which, if any, UKTI	Passport to Export \square	the following boxes if you do not wish your details to be used for marketing purposes [], passed to Business Link (or your equivalent national body), any carefully selected UK based Trade Association or Chamber of Commerce or business partners [] or transferred outside UK [].	
service(s) have you used before?	Market Research (OMIS)		
	Export Marketing Research Scheme (EMRS)		
	Market Visit 🗖	* * *	
	Export Communications Review (ECR) 🗖	* *	
	Tradeshow Access Programme (TAP)	* * *	

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European Union Development Fund Investing in your future