



TURNING CONTACTS INTO CLIENTS: Developing Your International Business Success

Date: Friday 26 March 2010

Venue: South London Business, 4th Floor, Sunley House, 4 Bedford Park, Croydon CR0 2AP Time: 09.30 - 17.30 Cost: Free

This lively, fully participative and interactive UK Trade & Investment (UKTI) workshop will concentrate on winning profitable international business and is suitable for any company selling or exporting globally.

This event will develop your abilities to win international business. We will look at your existing techniques and give ideas, tips and hints on how to make winning international business more cost effective. Attend this event and improve your ability to build strong and longlasting relationships with your contacts so that they become profitable clients.

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

LEARN HOW TO:

- Plan and manage international meetings across different cultures
- Handle difficult questions
- Create opportunities for a fruitful business meeting
- Discuss fees without embarrassment

SPACE IS LIMITED!

To guarantee your place, please ensure that the application form overleaf is completed and returned in good time.



Project part-financed by the European Union



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Tradeshow Access Programme (TAP)

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Title		ELIGIBILITY: Companies must have been trading for 12 months or mor They should be small or medium enterprises (SMEs) bas	
First name		in one of South London's twelve boroughs (Bexley, Brom	
Surname		 Croydon, Greenwich, Kingston, Lambeth, Lewisham, Merton, Richmond, Southwark, Sutton and Wandsworth) and must have fewer than 250 employees with a turnover of less than £40m. 	
Company name		BOOKING OPTIONS:	
Your job title		Please return this booking form to Emma Amess to secur place at this event. Pre-register now to avoid disappoint	
Company address and postcode		POST Complete this form in BLOCK CAPITALS and post to: Emma Amess, South London Business, 4th Floor, Sunley 4 Bedford Park, Croydon CR0 2AP	House,
Email			
Telephone		 FAX Complete this form in BLOCK CAPITALS and fax back to: +44 (0) 20 8253 4298 – FAO Emma Amess 	
Website		EMAIL	
Business sector		Complete this form in BLOCK CAPITALS and email to: emma.amess@southlondonbusiness.co.uk	
Number of employees	Full time 🗌 Part time 🗌 Casual 🗌	FURTHER INFORMATION	
Annual turnover		 T: +44 (0) 20 8253 4234 E: emma.amess@southlondonbusiness.co.uk www.londonevents.ukti.gov.uk 	
Net profit		Please tick if you would like further information about Uk	(TI
Depreciation		London events	
 Annual sales (£)		 DATA PROTECTION ACT 1998 Information regarding the collection, use, disclosure and p 	-
Total wages		 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 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 	
If you are currently exporting, which markets and countries?			
Country interest		partners [] or transferred outside UK [].	
Export turnover			
Which, if any, UKTI service(s) have you used before?	Passport to Export Market Research (OMIS) Export Marketing Research Scheme (EMRS) Market Visit Export Communications Review (ECR)	Project part-financed by the European Union European Union	t Fund