

## VISITOR INFORMATION



### Who are we?

'Business Leaders - Deal and Sandwich'. A group of local dedicated business leaders working together to promote their products and services

Does it work? We are close to generating £1,000,000 worth of business over the past 6 years with an average of over 30 business referrals between members every week!

### Who can join?

Any business based locally to the south east Kent area:

### Construction, Finance, Media, Utilities, Health and Beauty, Property etc

Anyone with a business or representing a business who is not in conflict with another member - one of the great things about our groups is that only one representative per trade can join - check membership

### When do we meet?

Every Tuesday - 51 weeks of the year

### Where do we meet?

**The Royal Cinque Ports Golf Club, Golf Road, Deal, Kent. CT14 6RF**

We've been meeting at Cinque Ports Golf Club House for over 2 years - great venue, friendly staff, good food. Parking is free and disability access available.

### What time does the meeting start?

The formal part of the meeting starts at 7am but members commence open networking at 6am. This is a great opportunity to chat with existing members, enjoy a cup of tea or coffee and get to know everyone. We recommend that to make the most of the meeting you join us no later than 6.30am

### What happens when I arrive?

We have a small team of 'visitor hosts' who will sign you in and then personally look after you throughout the morning. They will make sure you meet as many members as possible. If you have a breakfast preference or access issue let us know in advance so we can cater for your specific requirements

### How should I dress?

The dress code is smart, no jeans or trainers please (it's a golf club venue)

### What should I bring along?

You will be given the opportunity to pass around your business cards and present your business to the group during the formal part of the meeting. Prepare a short message (about 60 secs) covering your name, company name, your trade and service you offer. Most importantly tell everyone what type of referral you are looking for so members can pass on referrals for business to you! You don't have to speak or you can ask your visitor host to speak on your behalf.

### What is the formal part of the meeting?

BNI's success is based on the meeting agenda, a proven agenda tried and tested over many years - it works and makes BNI totally different from any other networking group. Basically these are the key stages introduced by our director and his leadership team: breakfast followed by...

- introductions
- up and coming events and announcements
- members' and visitors' 60 seconds
- a member's 10 min presentation
- business referrals section
- accounts and stats

### When does the meeting finish?

Normally 8.30am give or take 5 min either way. We ask visitors to stay for a few minutes to ask questions and offer feedback.

### What does it cost?

Your first visit is FREE, a second visit will cost £10 (cash please), membership costs will be discussed with you after the meeting but it roughly works out at £20 per week all in.

### How do I join?

You will be given a membership application form which requires two references and a cheque, cash or credit card payment

### How do I get invited?

If you do not know a member call **0800 1957 044** or email visitor request All we ask is that you give up about 2hrs of your morning to find out more, you might walk away with a hot referral, you will certainly walk away with a wealthy breakfast inside you.

### Want to give it a try?

Call **0800 1957 044** or email: [nigel@oasthousemedia.co.uk](mailto:nigel@oasthousemedia.co.uk)

### 'Wealthy Breakfast' meetings

*If you've found this page you are probably going to visit our business networking group very soon or you're looking for a local business networking group?*

*You will find all you need to know to here so go down the check list to make sure your business can be represented in the best possible way - any other question?*

Call **0800 1957 044** or email [nigel@oasthousemedia.co.uk](mailto:nigel@oasthousemedia.co.uk)



**Look out for the BNI sausage!**