



## Learn the secrets that allow small businesses to successfully approach large corporates.

On Friday 12th June we'd like to invite you as a guest to a special meeting of the Hart Business Referral Exchange (Hart BRX), at The Barcelo Basingstoke Country Hotel.

### The Future's still bright – but it's not necessarily Orange!

Gordon Bull will be our guest speaker at this event and will share his views and experience on how small businesses can secure business with large corporates.

Gordon is regarded as a pioneer in learning and development and has held a number of senior roles, including Vice President Training for American Express and Director of Global Learning Management for Vodafone. These provided an invaluable insight into how smaller businesses can provide core skills, products and services for large corporates. Gordon's specialist skills have helped countless individuals to forge successful careers as a result of his innovative learning and development programmes and we are delighted to welcome him to a meeting to celebrate our 5th anniversary.

## Promote Your Business

We'd love to hear about your business and the services or products you offer, so we've included a fun sales pitch session as part of the meeting. All guests will have the opportunity to talk about their business for 30 seconds to get a feel for networking and promoting their business.

So come along and join us for a relaxed and informal morning that will enhance the profile of your business and may even present you with the chance to form new business connections and alliances as a result.

### And don't forget to bring plenty of business cards along.

Registration starts at **7:15 a.m.** and the meeting will finish by **9:15 a.m.**

Just £10 covers the attendance fee and your breakfast, which will consist of bacon rolls, eggs rolls, Danish pastries, yoghurts and lashings of tea, coffee and orange juice.

**PLACES ARE LIMITED FOR THIS EVENT, SO DON'T MISS OUT. EMAIL US NO LATER THAN TUESDAY 9TH JUNE TO RESERVE YOUR PLACE**

Reserve your seat by emailing David Woodroffe (Group Leader, Hart BRX) at: [david@createdesignstudio.co.uk](mailto:david@createdesignstudio.co.uk). (or call: 01962 737989)



**Friday 12th June 2009**  
A great opportunity for small business owners to learn how to win contracts with large corporates.



# Venue

We've secured a fantastic venue for this event: the Barcelo Basingstoke Country Hotel just off Junction 5 on the M3. What's more, they've given us one of their premier conferencing suites for the morning, so there's plenty of space (and FREE car parking).

Full address for those of you with Sat Nav. is:

The Barcelo Basingstoke Country Hotel, Scures Hill, Nately Scures, Near Hook, Hampshire RG27 9JS.

Or you can do it the old-fashioned way by following these directions: The hotel is situated on the main A30 London Road. From Junction 5 of the M3 take the A287 towards Basingstoke/Newham, turn left at the crossroads onto the A30 (heading towards Basingstoke) and the hotel is just 400 metres down from this junction on the right-hand side, set back from the main road.

If you get lost, please telephone the hotel on 01256 764161.

**REGISTRATION IS FROM 7:15 A.M. TO 7:45 A.M. SO PLEASE ALLOW PLENTY OF TIME TO ARRIVE, GRAB YOUR BREAKFAST AND GET READY TO ENJOY A GREAT MORNING.**



**Friday 12th June 2009**

**The Barcelo Basingstoke  
Country Hotel, Scures Hill,  
Nately Scures, Near Hook,  
Hampshire RG27 9JS**

## Hart Business Referral Exchange

2009 is an important year for Hart BRX as we celebrate our 5th Anniversary. As one of the most established networking groups in the local area we operate to help businesses grow and our members benefit from a process that has been developed over several years to provide:

- Quality introductions to companies that need members' services and products;
- A dependable network of suppliers;
- Experienced and like-minded business owners to "bounce ideas off";
- Business mentoring to help develop and hone business skills.

As part of the meeting you'll also have the opportunity to find out how a national networking group can help you to protect your business, retain existing clients and win new contracts.

Networking groups are a growth business in the UK and being part of an established and successful group is seen as a vital element to secure new business contacts. Members get to know each other rapidly through weekly meetings, "One-to-One" individual meetings and sessions designed to educate fellow members about your business and the type of clients you are looking for.

BRX does not pressure members to bring referrals to meetings every time you attend a session. We believe quality referrals are more valued and appreciated than simply generating high volume referrals that have little or no real worth.

You'll also gain practical help and support from fellow business owners who understand how hard it can be running a small to medium size enterprise.

**After 5 years of success we think our way of doing things works, and besides....**

**It's a great way to start a Friday and finish the week !!**



If you cannot make this event or are interested in becoming a member of BRX, please email our Area Partner:  
Colin Davison - [colin.davison@cranleys.co.uk](mailto:colin.davison@cranleys.co.uk)