

# Growing club wants to do more business over breakfast

A BUSINESS breakfast club is looking to double its membership in the Bishop's Stortford area.

The 'Gateway to Business' Chapter of Business Network International, which meets each Thursday morning at the Great Hadham Golf Club, wants over 30 members by spring this year.

Currently the club, which was set up four years ago, has 18 members ranging from a graphic designer and management consultant to IT, telecommunications and stationery companies.

"We give each other sales leads which can lead to substantial new business. We also give each other business and some of us form new partnerships," said spokeswoman Sarah Jacobs, who works for Clavering company All Seasons Landscape Specialists limited.

The club has passed business worth an estimated £100,000 in the last nine months. "It all works very well," added Sarah. "But with more members it would work even better."

One of the club's larger members is Cyclone Commerce Limited, an air conditioning company with offices on Thorley Park and a workshop on Standon Business Park, near Puckeridge. It employs nine people and turns over about £300,000 a year.

"We have had some very interesting leads," said Managing Director Vance Rowe, who has been getting up at 6am every Thursday since the beginning of the year to share breakfast and business with fellow members. "I have also introduced other members to our major clients including GSK in Harlow and Stevenage."

At the other end of the business scale, Chris Heath of Homeworks, a one-man home improvements business, has earned an extra £15,000 since joining the club in the summer.

"The work has varied from lopping the tops of 20 tall conifers to converting a garage to a bedroom with an ensuite bathroom," said Chris, of Heath Row, Bishop's Stortford.

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As a one-man business Chris also appreciates the “interaction and support” he gets from other members.

“When you work alone, it’s good to be able to go to the club just for some friendly advice and chat,” said Chris.

To attract new members the club is opening its breakfasts to visitors this month on Thursday 22 January and again next month on Thursday 19 February 2004. It is also publishing its own quarterly brochure which will be sent to new businesses in the Bishop’s Stortford area.

If you are interested in going along to one of the breakfasts please call Sarah on 01799 551130 or email [sjacobs@allseasonslandscape.co.uk](mailto:sjacobs@allseasonslandscape.co.uk).

More information on the BNI organisation from <http://www.bni-europe.com/uk>

### Contacts

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