



Our sole purpose is to generate more business for our members

www.gateway-to-business.co.uk

What to expect as a visitor to a Stansted Gateway to Business Meeting - BNI

If you want more business, come meet our lively, energised and highly professional group at the Gateway to Business Group of BNI in Stansted.

You'll be greeted by one of our Visitor Host team who will make sure you get the best out of your visit and provide you with a strong cup of coffee to help clear the cobwebs.

We meet every Thursday at 06:45. The members form strong and trusting relationships, which enable thousands of pounds worth of business to be referred amongst the group. Our philosophy at BNI is based on "givers gain" – if I give you business, then you will want to give me business.

We enjoy a cooked or continental breakfast with our colleagues; the cost of this is £10 per visitor. **Our typical meeting format is to follow,**

- 1 6:45 – 07:15 Open Networking
- 2 Welcome visitors and members and introduce the leadership team, membership committee, visitor hosts and education co-ordinator.
- 3 Purpose and Overview of BNI
- 4 Networking Education
- 5 Announce Network Leaders
- 6 Pass Business Cards
- 7 Welcome New and Renewing Members to the Organisation
- 8 Members Introduce themselves and give 60-second presentation
- 9 Welcome Visitors to BNI and have Members Introduce them – (Visitors to also give 60 second presentation)
- 10 Membership Co-ordinators report
- 11 Membership Committee Report (monthly)
- 12 Secretary/Treasurer announces 10 minute speakers
- 13 Speaker to give 10 minute presentation (1 member only)
- 14 Referrals – This gives the opportunity to give business to our colleagues or say something positive about the meeting
- 15 Secretary/Treasurer's Report
- 16 Announcements and Reminders
- 17 Door Prize
- 18 Close Meeting – 08:30

You may want to bring this along with you so you can see how the meeting unfolds.

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What to bring along with you

- 1 £10 for breakfast
- 2 Bring along plenty of business cards, at least 30.
- 3 A 60 second introduction – tell us who you are, where you are based, what it is your business does and what kind of business you are looking for – Be specific for best results!

How do you find us?

The full address is,
Hilton London Stansted Airport Hotel
Round Coppice Road
Stansted
CM24 1SF

Tel: 01279 680 800



Location

The hotel is located within the airport's perimeter and only 3 miles from the busy market town of Bishop's Stortford. Central London is 30 miles away. Plenty of close free parking at the hotel.

Finally any queries you may have will be gladly answered if you contact any of the numbers on our website at www.gateway-to-business.co.uk.

If you want to come to a meeting just call any of the contacts on the website under "contact us" or fill in the **invitation request** under the menu on every page.

We look forward to welcoming you to our meeting