

Enterprise Exchange Braintree



Our sole purpose is to generate more business for our members

www.enterpriseexchangebni.co.uk

What to expect as a Visitor to a Braintree Enterprise Exchange BNI Meeting

If you want more business, come meet our lively, energised and highly professional group at the Enterprise Exchange BNI Group based in Braintree.

You'll be greeted by one of 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 Friday at 6.45am. 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 £7 per visitor. **Our typical meeting agenda is as follows,**

1. 6.45 – 7.15am 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 a 60-second presentation
9. Welcome Visitors to BNI and have Members introduce them – (Visitors to also give a 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 – 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 – 8.30am


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. £7 for breakfast.
2. Plenty of business cards, at least 40.
3. A 60 second introduction (see below for suggested content) – be specific for best results!

Name, Company & What you do	10 secs
Why we can refer you with confidence	15 secs
What to listen for, & How to respond	20 secs
Target Clients 1. Pam Lyons @ Kites Solicitors 2. Peter Grimes - City Estate Agents	10 secs
Name, Company & Memory Hook	5 secs



How do you find us?



The full address is,
The Essex Golf & Country Club
Earls Colne
Colchester
CO6 2NS
Tel: 01787 224466

Directions to The Essex Golf & Country Club at Earls Colne

The Essex is situated on the B1024 between Earls Colne and Coggeshall. The B1024 connects the A1124 between Colchester and Halstead and the A120. The Essex is in easy reach from the A12 at Marks Tey or from the M11 at Stansted. Stay on the A120 and you will not miss The Essex.

Enter via the Function Suites entrance, left of the main club entrance and look for the BNI banner.

From Witham: Follow the A12 towards Colchester; At the Kelvedon junction take the B1024 towards Kelvedon & Coggeshall; Follow the road through Coggeshall Hamlet to Coggeshall; At the junction with the A120 go straight across onto Colne Road continuing along the B1024 towards Earls Colne; (** After approximately 2½ miles turn left onto Curds Road and follow signs to The Essex **)

From Marks Tey:- Take the A120 west from Marks Tey towards Braintree and Stansted: Follow the A120 towards Coggeshall; At the Coggeshall junction turn right onto the B1024 towards Earls Colne; (** as above **)

From Braintree:- Take the new A120 east towards Braintree; Follow the A120 around Braintree on single lane road towards Colchester; Follow the A120 through the village of Bradwell towards Coggeshall; At the Coggeshall junction turn left onto the B1024 towards Earls Colne; (** as above **)

Finally....

any queries you may have will be gladly answered if you contact any of the numbers on our website at www.enterpriseexchangebni.co.uk.

If you want to come to a meeting please refer to the 'Arrange a visit' section on our website.

We look forward to welcoming you to our meeting!