



TURNING CONTACTS INTO CLIENTS: Developing Your International Business Success

Date: Friday 26 March 2010

Venue: South London Business, 4th Floor, Sunley House, 4 Bedford Park, Croydon CR0 2AP

Time: 09.30 - 17.30

Cost: Free

This lively, fully participative and interactive UK Trade & Investment (UKTI) workshop will concentrate on winning profitable international business and is suitable for any company selling or exporting globally.

This event will develop your abilities to win international business. We will look at your existing techniques and give ideas, tips and hints on how to make winning international business more cost effective. Attend this event and improve your ability to build strong and long-lasting relationships with your contacts so that they become profitable clients.

This event is open only to London businesses who have been registered and trading for 12 months or more.

LEARN HOW TO:

- Plan and manage international meetings across different cultures
- Handle difficult questions
- Create opportunities for a fruitful business meeting
- Discuss fees without embarrassment

SPACE IS LIMITED!

To guarantee your place, please ensure that the application form overleaf is completed and returned in good time.



Project part-financed by
the European Union

European Regional
Development Fund
Investing in your future

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Title	
First name	
Surname	
Company name	
Your job title	
Company address and postcode	
Email	
Telephone	
Website	
Business sector	
Number of employees	Full time <input type="checkbox"/> Part time <input type="checkbox"/> Casual <input type="checkbox"/>
Annual turnover	
Net profit	
Depreciation	
Annual sales (£)	
Total wages	
If you are currently exporting, which markets and countries?	
Country interest	
Export turnover	
Which, if any, UKTI service(s) have you used before?	Passport to Export <input type="checkbox"/> Market Research (OMIS) <input type="checkbox"/> Export Marketing Research Scheme (EMRS) <input type="checkbox"/> Market Visit <input type="checkbox"/> Export Communications Review (ECR) <input type="checkbox"/> Tradeshow Access Programme (TAP) <input type="checkbox"/>

ELIGIBILITY:

Companies must have been trading for 12 months or more. They should be small or medium enterprises (SMEs) based in one of South London's twelve boroughs (Bexley, Bromley, Croydon, Greenwich, Kingston, Lambeth, Lewisham, Merton, Richmond, Southwark, Sutton and Wandsworth) and must have fewer than 250 employees with a turnover of less than £40m.

BOOKING OPTIONS:

Please return this booking form to Emma Amess to secure your place at this event. Pre-register now to avoid disappointment.

POST

Complete this form in BLOCK CAPITALS and post to: Emma Amess, South London Business, 4th Floor, Sunley House, 4 Bedford Park, Croydon CR0 2AP

FAX

Complete this form in BLOCK CAPITALS and fax back to: +44 (0) 20 8253 4298 – FAO Emma Amess

EMAIL

Complete this form in BLOCK CAPITALS and email to: emma.amess@southlondonbusiness.co.uk

FURTHER INFORMATION

T: +44 (0) 20 8253 4234
E: emma.amess@southlondonbusiness.co.uk
www.londonevents.ukti.gov.uk

Please tick if you would like further information about UKTI London events

DATA PROTECTION ACT 1998

Information regarding the collection, use, disclosure and processing of personal data is to be found in the Privacy Statement on the UK Trade & Investment website www.uktradeinvest.gov.uk. Having seen the website, please tick the following boxes if you do not wish your details to be used for marketing purposes [], passed to Business Link (or your equivalent national body), any carefully selected UK based Trade Association or Chamber of Commerce or business partners [] or transferred outside UK [].

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