



# TURN YOUR CONTACTS INTO CUSTOMERS AND CLIENTS: Develop Your International Business Success

Date: Thursday 18 March 2010

Venue: West London Business, Fifth Floor, One Lampton Road, Hounslow, Middlesex TW3 1JB

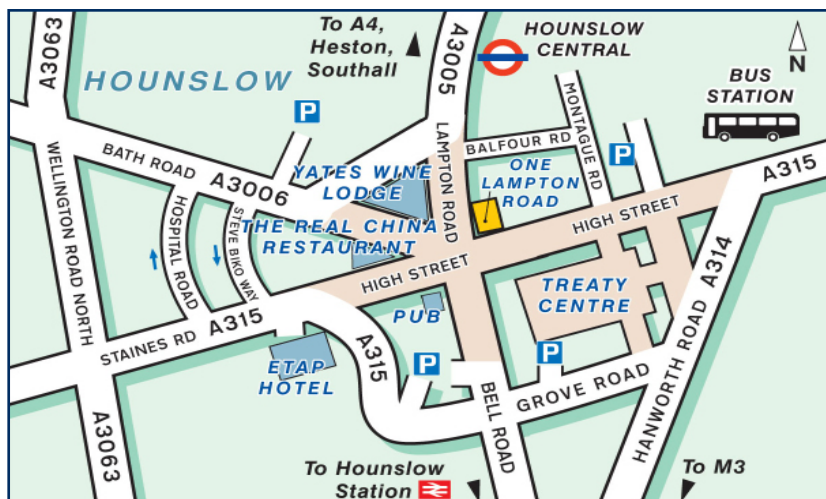
Cost: Free

Time: 09.30 - 17.30

**This lively, fully participative and interactive 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.



This project is part-financed by  
the European Union

European Regional  
Development Fund  
Investing in your future

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Cost: FREE

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"/> Tradeshaw 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 West London's six boroughs (Brent, Ealing, Hammersmith & Fulham, Harrow, Hillingdon and Hounslow) and must have fewer than 250 employees with a turnover of less than £40m.

## BOOKING OPTIONS:

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

## POST

Complete this form in BLOCK CAPITALS and post to:  
Nam Sharma, West London Business, Fifth Floor, One  
Lampton Road, Hounslow, Middlesex TW3 1JB

## FAX

Complete this form in BLOCK CAPITALS and fax back to:  
+44 (0) 20 8577 7346 – FAO Nam Sharma

## EMAIL

Complete this form in BLOCK CAPITALS and email to:  
nam.sharma@westlondon.com

## FURTHER INFORMATION

T: +44 (0) 20 8607 2519

E: [nam.sharma@westlondon.com](mailto:nam.sharma@westlondon.com)  
[londonevents.ukti.gov.uk](http://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](http://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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