

Productive International Networking

Date: Thursday 11 February 2010

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

Time: 09.30 - 17.30

Cost: **Free**

Ready to take on global selling? Looking for exporting best practice and tips? Want to develop the worldwide relationships you already have? Need to develop more contacts?

Led by Pippa Blakemore, this practical and interactive workshop will analyse the networking skills which are required when trying to achieve business success.

This interactive session will help you make the most of international contacts and networks. It will look at how to develop a planned and structured long-term approach and the importance of building relationships and developing trust.

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



ON THE AGENDA:

- **The COPACABANA approach to international networking**
- **Where and how to network**
- **Who to network with**
- **How to prepare for effective networking**
- **Making the most of events, conferences, seminars and international gatherings**
- **Communication skills, use of business cards; what to say, maintaining conversation, how to get away, how to join a group and how to leave a group**
- **How to follow-up without being pushy**

This project is part-financed
by the European Union



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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"/> 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
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 [].

