



# Referral Forum

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## Referral Forum

## Great ways to do Business

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### Special points of interest:

- We promote your business
- We help to build referrals for you
- Meetings are fun
- We don't always have speakers
- You can network with others online with the forum

The **Referral Forum** is a great way to do Business, our evening meetings are held once a month at The Holiday Inn Castle Marina Nottingham.

Our meetings are 2hrs long although you can come early and stay after to open network. Buffet style food and drink is laid on for early arrivals.

Starting at 6pm and running till 8pm we provide a proactive way to meet

with businesses and create referral partners, for future lead generation. Many Businesses still don't get the importance of networking and lack the skills to provide a way ,to partner up with other great potential business clients.

Referral Forum is designed to help you maximise the way you link with other local business contacts, develop a road map to clients that they know to promote your



business. Regular networking helps your credibility and referral potential this in turn helps the growth of your business.

## What to expect at meetings

**Meetings held once a Month**  
6pm - 8pm

### Each meeting will have:-

Open networking session  
Buffet & drinks provided

### Venues

**Nottingham 15th February**

The Holiday Inn  
Castle Bridge Road  
Castle Marina  
Nottingham

**Derby:** TBC

**Lincoln:** TBC

### Diverse Format at meetings

Speaker slots  
Speed networking  
Inspirational learning Points  
One 2 One sessions  
Business Spotlights  
Member profile  
New members introduction  
60 second elevator pitch  
Table networking and referral requests  
Testimonials time  
Business Matching

## We Provide

- The perfect platform to generate new and lasting relationships with Business.
- Enables you to speak face to face with other business decision makers.
- Gives you the opportunity to raise your business profile
- Benefits its members through different and diverse initiatives
- Methods to generate leads and referrals
- Cost effective way to market your business
- Establish a growing membership
- Delivering unique opportunities to invite the target contacts you want to meet.



## Benefits to businesses while Networking

Every business has its own unique network of contacts and resources already in existence, so expanding this network and bringing essential contacts to other members, enable us to dynamically give each other's business's more opportunities to establish relationships with other potential business Partners

**Networking is recognised as today's most beneficial way to gain quality business referrals and recommendations**



### Networking room structure

Member Greeting Point  
 Introductions coordinator  
 Literature Table  
 Members Card box  
 Testimonials' File  
 Requests box  
 Buffet and beverage table

## Growing Your Business

### REFERRAL PROGRAM



**You've Got to be in it to win it**

A Referral Program is the best way to get the most from your networking. We have experts that from time to time run training courses to teach you how to develop a working referral program for yourself. Members get discounts on these courses and training programs.

Our knowledge points, offer advice and information to help you in your business, these five minute slots give a specialist view into an area of interest from members fields of expertise and are not promotional point.

We occasionally run seminars on more specific topics of interest to business as part of our coaching forum.

# Membership

## Its easy to Join up and here's the costs Up Front.....

Visiting is £10 per meeting and you can keep coming as much as you like.

To become a member you just set up a standing order for £50 per quarter.

## Membership has its privileges, (some of those are listed here)

- Access to Referral Forum networking site
- Gain advantages from members Discount Directory On the classified section
- Free to exhibit at Expo events (two per Year)
- Able to attend any groups as they open in other areas
- Access members referral opportunities
- Members can invited potential business contacts to come along free for their first visit
- Put requests for invites to be sent out by the forum to people they would like to meet
- Develop their own network through the group
- Bring banners and promotional information to display at meeting
- Discounts on training



**Join a growing team  
of go getters**

# What do we expect of Members

## We need you to

- Come to as many meetings as you can,
- Bring along your business cards and promotional items
- Register online with the forum and keep it updated.
- Pass on referrals to other members
- Write a testimonial for the network forum
- Keep your cards stocked up in the members card box
- Do one 2 one with other members outside of the meeting.

**“ A wise Man will make  
more opportunities than  
he finds”**

**Francis Bacon**

**(1561-1626)**

# www.referralforum.co.uk

There is a very strong sense that the social networking forums are powerful tools . One example of this was the group of people that managed to keep the x-factor winning single out of the number one slot for Christmas.

Businesses need to harness this technology and there is no better place to start than the networking forum at [www.referralforum.co.uk](http://www.referralforum.co.uk)



**Register online and network  
out of the meetings**

you can link to business in your local areas and from other groups

close by. If you have never tried then make it a point to register and be connected with other business and potential Clients. Set up your profile page and tell us what you are offering and who you would like to get in contact with

## Referral Forum

*The Place Where Business is Done*

Phone: **0800 856 1557**

E-mail:

[events@referralforum.co.uk](mailto:events@referralforum.co.uk)

*Book onto next event*

[booking@referralforum.co.uk](mailto:booking@referralforum.co.uk)



It is my desire to bring networking to the front of business growth. As a tool networking is far more effective in a Referral Forum than most conventional methods of marketing. It is my aim to open up the market place to allow all sizes of business to establish the need to network as a cost effective process within their company.

At the referral forum we give you the tools to succeed.



**Graham Jones** (Referral Forum)

## Ongoing Development of the Forum

- Developing the growth of the group through its members
- Maintain the group profile in the local networking arena
- Carry out face to face with members every 3 months
- E-mail and call members and potential members
- Place invites to requested potential contacts
- Establish new groups in other areas
- Onward develop to website and online profile of the membership
- Organize two Expos per year.
- Build alliances with other groups and organisation for the benefit of the member
- Bi-monthly Newsletters
- Arrange social events for the group

**“Action Develops Business”  
So! Look, Listen & Ask for  
Opportunities.**



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