

Networking organisations

■ BNI (Business Network International)

BNI provides a structured environment in which local business people can get together to network, learn new marketing skills and develop the personal relationships that lead to generation of business for each other.

The BNI meet every Thursday morning:

Venue Sussex County Cricket Ground
Eaton Road, Hove BN3 3AN

Contact John Rees

Tel 0845 068 0888

Email Johnrees@bni.com

Website www.bni-europe.com

■ Brighton & Hove Chamber of Commerce (BHCC)

Very well established group with a wide range of businesses, including some of Brighton's bigger companies. Monthly evening meetings include debates, discussions and training sessions, and breakfast meetings (usually the last Friday of the month) have an inspirational speaker. You can attend two meetings as a guest (nominal fee) before deciding if you want to be a member. Joining fee applies.

Venue *Varies: Business events:* Thistle Hotel;
Training events: Lansdowne Hotel
(formerly The Dudley)

Contact Jessica Rosenthal

Tel 0845 230 3016

Email secretary@businessinbrighton.org.uk

Website www.businessinbrighton.org.uk

■ The Brighton Breakfast Club

Membership to The Breakfast Club: "...provides effective business growth, it is where you can gain access to a wider client base, be part of a vibrant business community and meet with other professionals in a friendly, relaxed environment". The Breakfast Club meets every Tuesday at 7.15am and guests are always welcome.

Venue The Courtlands Hotel,
15–27 The Drive, Hove BN3 3JE

Tel 01273 726 834

Website www.the-breakfast-club.co.uk

■ Business Improvement Club

The club was born out of the growing demand for simple, business improvement advice. It is "the place to experience the power of our practical processes in assisting you to differentiate your business from the pack". Monthly between 5pm–7pm. Sessions costs £30. No joining fee.

Venue Imperial Hotel, Hove

Contact Paul Hopwood

Tel 01273 452313

Email phopwood@supanet.com

■ CADIA

Gatwick Diamond — very well established. Monthly lunch meetings. Excellent mix of small, medium and larger businesses. Annual fee based on employee numbers (lunch costs included). Monthly newsletter, distributed to all members, containing free advertising opportunities for members. Annual directory. Flexible structure with a focus on building relationships.

Tel 01293 440088

Email info@cadia.org.uk

■ Federation of Small Businesses (FSB)

Branches throughout Sussex – very well established with large national membership. Aimed mainly at small businesses. Annual fee. Access to other groups locally and nationally. Structure of meetings varies and there is an opportunity to sponsor meetings. Other attractive membership benefits.

Contact Ken Stevens

Tel 01323 482018

Email ro.eastsussex@fsb.org.uk

Website www.fsb.org.uk

Continued overleaf...

ONLINE NETWORKING • There are many online networking opportunities, these are just a few:

www.beermat.ecademy.com Networking and resources for SMEs and entrepreneurs.

www.ecademy.com Global but UK-based online networking forum with several local branches.

www.bagladyit.com Online directory & international trading portal for women in business.

Networking organisations *continued*

■ Institute Of Directors (IOD) – Sussex

The local branch of the IOD provides directors with the opportunities to enhance their professional development, network with fellow members and keep up-to-date with issues affecting business and the work of directors.

Tel 01444 473779
Email admin.sussex@iod.net
Website www.iod.com

■ Like Minds

'By invitation' business gatherings, aimed at owners of established businesses to help build business relationships and networks. If you are interested in joining the invitation list, please call Julie Stanford or Julia Chanteray for more information.

Type Breakfasts and other social events.
Contact Julie Stanford or Julia Chanteray
Tel 01273 727282 or 0845 068 0888
Email julie@essentialbusinessguide.co.uk
julia@thejoyofbusiness.co.uk

■ Sussex Enterprise Business Lunch Clubs

Provide a choice of structured networking events across Sussex, giving the opportunity to interact with other professionals, make new contacts and enhance your company profile. Includes Lunch Clubs across Sussex and Corporate Hospitality events.

Tel 01444 259 129
Website www.sussexenterprise.co.uk

■ The Enterprise Agency Brighton Hove & Lewes

Quarterly evening networking meetings with a mix of Brighton businesss. No membership fee, just £5 to go along. Essential to book your place.

Contact Rachel Godart-Brown
Tel 01273 666 800
Website www.bnbusiness.co.uk

■ The Women's Networking Company

Business networking lunches for women. Our lunches bring together women from a variety of backgrounds to help and inspire each other, form valuable business relationships, and find new customers and suppliers.

Contact Kelly Stevens
Tel 01903 211702
Email kelly@thewomensnetworkingcompany.com
Website www.thewomensnetworkingcompany.com

■ Vine Brighton

New Brighton group meets every couple of months. A young and vibrant crowd with a mix of different businesses. Free to attend.

Email info@vinebrighton.co.uk
Website www.vinebrighton.co.uk

■ Wired Sussex

Events and training for people working in the new media/technology industries. Their website also provides information and opportunities for people in the industry – well worth a look.

Tel 01273 201 780
Email info@wiredsussex.co.uk
Website www.wiredsussex.com

■ Women in Media

Offshoot of Wired Sussex for women working in new media and technology. Seminars, breakfast events and information.

Tel 01273 201 780
Email women@wiredsussex.com
Website www.womeninmedia.co.uk

This information is produced by Julie Stanford of The Essential Business Guide and Julia Chanteray of The Joy of Business ...who happened to meet through networking.

the joy of business 

www.thejoyofbusiness.co.uk

the **Essential**
Business
Guide

www.essentialbusinessguide.co.uk

This handout was used in a talk on Networking for Success by Julia Chanteray, on 23rd May 2006 for Women in Media

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