

Everything turns gold for Midas sub!

When Dougal Paver substituted for a friend at Liverpool's Alpha Chapter last year, he never dreamed it would result in the major expansion of his business and contracts worth a fee income of £1.5m!

A marketing specialist and member of Liverpool's MIDAS Chapter, Dougal had agreed to substitute for a colleague, Karl Hammil, a consultant with Ajax Insurance Brokers. Although Karl is an insurance broker, he was confident Dougal would do a good job representing his interests at Alpha's meeting – even if he didn't know just how well Dougal would promote his own business too!

Soon after arriving in his role as substitute, Dougal met Alpha Chapter's Peter Brack, a principal in Dears Brack, the large Liverpool estate agency. "My company, Paver Downes, specialises in marketing for estate agents and urban regenerators, so I was keen to introduce myself to him, after I'd done my bit for Karl. We chatted and I invited him to visit our offices.

"Peter was impressed with what he saw and suggested we should join forces to pitch for an account involving a major redevelopment scheme in Liverpool being undertaken by the Downing Group (a national property developer) for whom he was already working," said Dougal, who then produced creative ideas for the project to build luxury apartments alongside the city's famous Philharmonic Hall.

"We called it 'The Symphony' and were really pleased with the final result, but you could say it was music to our ears when we heard we'd won the contract five months later. And it got better still, because as a result of this work, I was awarded the contract for all the other marketing work in the Downing Group," said Dougal.

Following the Philharmonic project, the Downing Group joined forces with David McLean, the well-known property developers to bid for a high profile £250 million project, called The Fourth Grace on Liverpool's Pier Head, involving housing, restaurants and leisure facilities.

"The Downing Group recommended

us to do the marketing for the bid, and although they didn't win the contract, McLeans were so impressed with our work they invited us to bid for their national group account last December," said Dougal. "That account alone was worth £500,000 to us and much to our delight we were awarded it two months ago.

"One reason we were chosen for these accounts is simply that we understand the building world, and people in that field seem quite impressed when they realise we know what they're talking about," commented Dougal.

"But so much of our recent success is down to BNI, and the quality of the networking and the referrals generated through its chapters. We may well be expanding because of this latest account with McLean, but I don't care how big we get, I'll always remain in BNI till the day I drop."

Dougal can be contacted on 0151 293 0505

Superman? No, SuperAL



HIGH IMPACT: To find out why Adrian Goulding is dressed like this, see story "Winners line up for London Awards" on page 4

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Fancy 'test driving' Chris's mobile darkroom?

Having just launched what is believed to be the first mobile digital darkroom in the West Midlands, Stourbridge photographer Chris Bridgewater has thrown down a confident challenge to BNI members across the region: "If we don't give you the fastest, best service you've ever had for an outside event, we'll provide our services for free...."

Chris, who runs CJB Photography and belongs to the Kidderminster Chapter, developed his unique mobile darkroom (complete with its own electricity generator and full processing suite) so that he could offer almost instant, top quality photographs on site, to organisers of external events such as corporate hospitality and training days,

conferences, exhibitions, sporting events and evening social functions.

"Many photographers offer 'same night' prints for evening functions, but this entails rushing the photo assignment in the first place, a frantic dash back to the lab and then perhaps supplying prints of doubtful quality. Our new mobile unit provides up to 100 studio-quality colour prints an hour and, because we bring all the right equipment on site, we can devote more time to taking, viewing and adjusting shots to give customers exactly what they want," said Chris.

Despite having received several new bookings for major events involving up to 1000 guests, Chris is anxious that BNI members should put his new service to the test, hence his offer to work for nothing in the unlikely event that colleagues who commission him are anything less than delighted with the results. "It is not an offer I'd usually make, but I want my BNI colleagues to see how much better we are than the opposition, so they will recommend us to other people," he added.

Interested? Then call Chris Bridgewater on 01562 884 531



READY, STEADY, SHOOT: Chris Bridgewater gets ready to hit the road with his mobile darkroom

Rob calls on WebRing Flower Power

When Ipswich florist Rob Dunger went to Interflora's National Conference in Blackpool, he was amazed to find that BNI badges were the favoured 'blooms' in the buttonholes of many delegates.

"I was astounded to come across more than 30 other florist members of BNI, all wearing their badges with pride," said Rob, a member of Wolsey Chapter, who runs Tower Florists in Ipswich. "Suddenly we became an elite group of florists all busily networking and comparing notes about referrals and presentations.

"There were members from all over the UK and Ireland and I was struck by the similarity of BNI and Interflora, in terms of their respective success based on national and international networking. Interflora's national computerised network of florists also gave me an idea which I am glad to see BNI has since developed in a much broader context," he added.

"Originally my proposal was to set up a specific register of BNI florists because, if we knew all their names and locations we could then ensure that, wherever practicable, all our business went to BNI members, ensuring consistency of professionalism and integrity.

"However, with the recent creation of the new BNI WebRing, we've achieved the same thing, because now every member (whose chapter has subscribed to the WebRing) can quickly identify his or her counterparts in different areas of the country. It's a great move forward," said Rob.

You can check out who's who in a growing number of BNI chapters by logging into www.bniwebbring.com - and, if your own chapter has not yet signed up to this substantial new service, perhaps it's time you had a word with members of your leadership team!

You can contact Rob Dunger on 01473 211 111

Film stars galore! – including the 'luvvies' from Cambridge

Manchester United's Old Trafford stadium has welcomed an abundance of talent over the decades, but rarely can it have played host to the kind of celebrities who were gracing its hallowed halls as SuccessNet went to press – BNI's very own film stars, directors and producers.

Teams from many parts of the UK were taking part in their very own 'cup finals' at Old Trafford and the Lismoyne Hotel in Fleet, Hampshire, to make the best BNI promotional movie of the year – their reward for being the most successful groups in the recent membership building drive when, to qualify as potential film stars, each chapter had to attract at least six new members.

Organised by Glasgow member Don Spence and his team from Corporate Events Scotland, the two events were concluding with an 'Oscars' ceremony with trophies for the best film-makers, but every participating team was given a copy of its own film to take back to share with colleagues.

Even before the competing teams arrived, members of Cambridge's Granta Chapter had set the scenes for the tough competition ahead, with the following 'tongue-in-cheek' email to the organisers from Chapter Director Tim Gale:

"There have been tears as many members failed their auditions for stardom, but our team has now been selected and we shall



A LIMMO OF LUVVIES! The 'Stars' of Granta Chapter arrive in style

arrive by limousine as befits stars...expecting good dressing rooms and extra "beverages" for our hair, make-up and costume team.

"I think it only right to point out that we have our own share of 'highly strung luvvies', so in order to keep the cameras moving and to ensure no delay in the shooting schedule, it would be helpful if you could meet our requirements. Specifically, no blue is to be seen anywhere, there should be a plentiful (and constant) supply of marmite flavoured crisps and we'd like polka dot pink decoration on the walls of our dressing rooms, with satin everywhere else. Our leading lady will need both a

masseur and manicurist, and our leading man will require chocolate ice cream to be constantly spoon fed to him by a minimum of two scantily clad Swedish female 'extras'...."

National Director Gillian Lawson commented: "Whether they won or not, I think Granta were entitled to make a song and dance about their participation, since they are one of the largest and most successful BNI chapters in the world, and did extremely well in the recent membership drive. They passed 120 referrals at one meeting last month, averaging 95 per meeting in recent weeks."

Oxford members get there by degrees!

Oxford Chapter members took a trip down memory lane and back to college days when they donned gowns and mortar-boards at a recent meeting to mark the inaugural ten-minute presentation of their 30th member, Adrian Palfreyman.

Acquiring such colourful and prestigious attire was however made easy for Chapter members because Adrian is Managing Director of the city's specialist traditional outfitters, Shepherd & Woodward, and it was his suggestion to make his presentation more colourful by providing each of the members with academic regalia for the occasion.

Chapter Director Cathy Dunbabin

(pictured looking resplendent in her college gown), told SuccessNet: "We try to spice up our meetings whenever possible. Adrian's company supplies and hires these garments so it seemed like an appropriate way to celebrate our 30th member and, of course it symbolises our connections with one of the most famous universities in the world. This is an exciting time for us.

"Our referrals have increased dramatically as a result of a recent increase in members and the Chapter is determined to welcome its 40th member before the year is out.

Contact Adrian on 01865 249 491



Lawsons' Lore

Gillian and Martin Lawson, National Directors of BNI, write:

Continuing with our worldwide theme for 2003: "BNI – More than a Meeting", the topics for April, May and June are **System, Experience and Opportunity**.

When asked what BNI's success can be attributed to, we always answer **'The BNI System'**, because this underpins everything achieved by our members. The core foundations of the system are holding regular meetings at the same time each week, adhering carefully to the meeting agenda, ensuring that all members attend and participate in the 'Givers Gain' philosophy – seeking to help fellow members rather than primarily looking for business ourselves.

The BNI system, including the weekly meeting agenda, was not inspired by divine insight on the part of BNI's Founder, nor anyone else. It was forged in the workshop of **Experience**, and annealed in the school of mistakes. Think of a good idea to improve the BNI system and you'll almost certainly find that BNI has tried it at some time – either having already adopted it or rejected it, having discovered exactly why it was not such a good idea as it first appeared.

We are never ashamed to admit our mistakes, but we're also proud that, as an organisation, we never make the same mistake twice, and each experience becomes part of our heritage for members' future success.

The **Opportunity** open to the business of every member who conscientiously follows the BNI system, is almost unlimited. Between them, your fellow chapter members know tens of thousands of people, many of who will, at any given time, need the services of your business.

Where else can you get up to 40 colleagues, trained to understand your business, motivated to look for business on your behalf seven days a week – without paying them any salaries or commission!? All you have to do is to follow the BNI system and take advantage of the training sessions offered to ensure that you communicate effectively with your fellow members, and educate them about what specifically they should be looking for on your behalf while, in the same way, you seek to help as many BNI colleagues each week as you can.

Merseyside does it to the power of 12

If a good chapter can generate 60, 70, 80 or more referrals a week, starting at seven in the morning, imagine how much business could be done by even larger numbers of BNI members holding an extra meeting at noon!

That was the thinking behind a bold new initiative launched last month by Merseyside's 17 chapters when they came together at mid-day for the first ever "BNI 12" meeting – attracting a powerful group of 80-plus members and a dozen guests whose single mission was to network, network, network!

Held at Greens Health & Fitness Club in the centre of Liverpool, the inaugural session of BNI 12 was a resounding success, according to one of its creators, Executive Director Terry Hamill who told SuccessNet: "The aims are simple – to provide an additional, broader business networking platform for members on a regular basis, and to make BNI membership more accessible to guests."

"There is no intention to compete with BNI's highly successful structure of breakfast meetings, but rather to establish an exciting, additional networking opportunity for all our members. Feedback from the first event seems to have proved its merits."

Participants – members and guests – have to comply with three simple conditions: no lunch, no sitting down and no chatting to people they already know. Instead they are told to bring a supply of business cards, referral slips and their business card file, and they must promise to follow-up any leads they receive.

Terry added: "Although traditional chapter visitor days can be very effective, we all know that there are some would-be members put off by the prospect of going into unfamiliar surroundings at seven in the morning. BNI 12 not only offers members a more conventional way to introduce guests to the organisation, but also provides them with a superb business networking occasion when they can chat to colleagues from other chapters whom they might not otherwise get the chance to meet."

A healthy bi-product of the first BNI 12 session was the signing up of eight new members by participating chapters – a figure that is expected to grow as the monthly event becomes more widely known. "It offers members and guests up to two and a half hours for concentrated business marketing, uninterrupted by speeches, meals or anything else. Its success doesn't surprise me," said Terry.

Winners line up for London Awards



STAR PERFORMERS: Winners of the Chapter Star Performer Awards pose for a group photo at the London Awards ceremony

Nearly 200 members and guests attended last month's combined awards night held at Watford's Hilton Hotel by London's North West, North East, South East and Herts & Bedfordshire regions.

Mid Herts Chapter were top dogs on the night, scooping two of the three major

awards when website designer Tim Matthews won the regional referral of the year, and financial adviser Alan Goulding won the 'Best 60-second Informercial' Category. Stanmore Chapter Director, retailer Jeffrey Permutt won the award for Regional Networker of the Year.

Stafford marks £1m of business with a 'Michelin' award



A WINNING DISH? BNI member and hotel manager Mark Lewis is served the latest Michelin Guide buy chef Matt Davies

There's an old adage that says the way to a man's heart is through his stomach but, for members of Stafford Chapter, it seems that a particularly good breakfast may also be the way to their doing phenomenal amounts of business!

The Chapter's 34 members have enjoyed more than £1million worth of business through BNI since their group was launched just three years ago and, while it may be pure co-incidence, the Moat House Hotel at Acton Trussell - where the Chapter meets - has just won a prestigious Michelin award, partly for the consistently high quality of its food.

Chapter spokesman Howard Richards said: "We've achieved an amazing amount of business in the past three years – involving some 5,000 referrals. Having an excellent meeting venue with good breakfasts and pleasant surroundings must help put everyone in the right frame of mind for business. The dynamics of our chapter are very good, and there's no reason why we cannot achieve even better results over the next three years."

Moat House General Manager and BNI member Mark Lewis said: "We also gained two AA rosettes for our restaurant so I hope our quality is reflected in the standard of food we provide to BNI. Membership has been good for us, not least by giving our staff weekly training in public speaking and presentation."

Howard can be contacted on 07815 851 573 and Mark can be reached on 01785 712 217

Door Prize pair share crutches

Remember the story about artists Ray Drainville and Peter Hill from Sheffield Succeeds Chapter in the last issue of SuccessNet? Apparently they weren't fighting over the door prize but, ironically, both men have still ended up on crutches!

Peter decided to try his hand at ski-ing, but it took just 20 minutes on the snow in Davos, Switzerland, before he ended up on a stretcher with several torn ligaments in his knee. "It's going to take about two years before I can attempt to ski again," said Peter, "but I'm not put off, even though it was one of the most embarrassing moments of my life."

As for Ray, his accident was far less dramatic, though he did 'break it like Beckham.' "I was on my way down to the basement for a bottle of wine, when I slipped on the steps and broke a bone in my foot. Apparently it's an almost identical injury to Beckham's, but not so glamorous," said Ray. "I've tried to convince friends that I saw a pram out of control while I was sky diving, but no-one believes me!"

Successnet wish the pair a rapid recovery!

Business sharks are easy, after Alan's Great White encounter!

Journalist Alan Whelan thought he'd got away from the sharks when he took a well-earned winter break in Cape Town - but he soon found himself in deep water with the real thing.

A member of the Titan Chapter in Chorley, Lancashire, Alan said: "I try to steer clear of business sharks but when the chance arose to dive with Great Whites in 'shark alley' off Cape Town, I couldn't turn it down. It was a petrifying experience meeting the real thing up close, but at least after facing all those rows of teeth, dealing with business sharks will be a breeze."

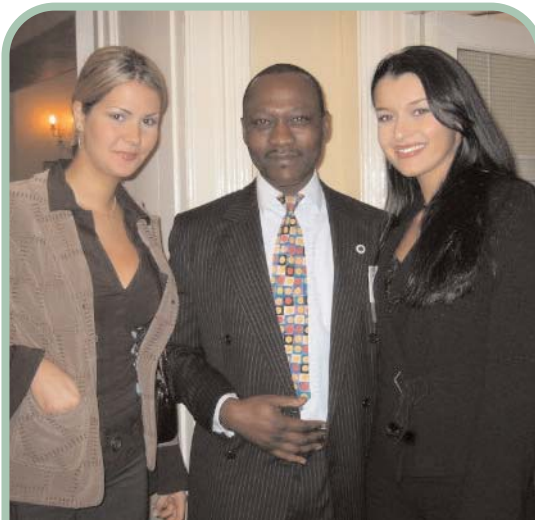
Happily, the terrifying encounter didn't stop Alan doing a spot of networking for a fellow member. He added: "Just before I left for Cape Town a colleague mentioned he was looking to expand his property consultancy outside Europe so I made some initial

enquiries that may be helpful."

"While overseas I also came across a new South African business looking for referrals from the UK. They plan to join a chapter in Johannesburg and I'm sure we will be able to help each other, so it not only turned out to be a cracking holiday but also potentially very good for my business."

Contact Alan on 01253 739 285





MODEL MEMBERS? Miss Romania (left) and Miss Venezuela at the BNI meeting in Mansfield with John Singh, President of Miss Tourism World

'Miss World' double boost for Mansfield

Members of Mansfield Chapter (well, the male ones anyway) had the surprise of their lives awaiting them at a recent Visitors' Day – in the shapes of Miss Romania and Miss Venezuela!

The girls accompanied John Singh, President of Miss Tourism World, who had been invited by Chapter Director Victor Bobo. "I knew John was interested in the international element of BNI, but I wasn't entirely sure of his role and thought it would be a good opportunity to find out exactly what he did. I never expected him to bring the girls with

him. That was a complete surprise for everyone, albeit a delightful one for my attentive male colleagues!" said Victor.

It transpired that John's job is to promote the Miss World winners through tourism and modelling and he saw considerable potential in BNI membership," added Victor, who runs the DST Tyre Centre in Mansfield.

The Visitors Day attracted more than 50 new faces, three of whom have become members. "It was a great meeting," Victor added.

Contact Victor on 01623 429 993

Carl shares PM's hot seat!

When Carl Barton arrived to chair a meeting of the Leeds Armouries Friday Chapter on Valentine's Day he was taken aback to see Tony Blair walk past him!

Admittedly, he had encountered some resistance getting through the police and security cordon around the Armouries building, which he knew couldn't possibly have been for him, but Carl had no idea who was expected – until he bumped into the Prime Minister.

"It turned out that Mr Blair had decided to use the same venue for his own breakfast meeting with local business-

men," said Carl, boss of Im-Press Promotions. "It was strange knowing that he was leading a business breakfast in the room next to ours. However, I'll bet we generated more business that morning than even he managed!"

BNI's access to the Armouries was assured by member Jim Vincent who, luckily, is its Corporate Sales Manager

"I was only chairing the meeting because our Chapter Director was on holiday," said Carl, "but the experience gave me a good practice run in the hot seat which I'll be taking over very shortly!"



IN THE HOT SEAT: Carl Barton (right) pictured with Membership Coordinator David Norman, after his encounter with the Prime Minister

400 years old? No problem to BNI members



BNI members have come to the rescue to breathe new life into one of Chester's oldest buildings, the 400 year old Tudor House – thriving again in its new capacity as a café, deli and catering business.

Partner Graeme Allsop used part of his 10-minute presentation to describe to colleagues in the Rossett Chapter his ambitious plans for the building which, in recent decades has been a tavern, a bakery and a shop selling pop memorabilia.

As a consequence, chapter members Andrew Arditti, a director with Promote Corporate Communication, developed a

new brochure and website for Graeme's new venture, Tim Schofield who runs PDC Copyprint literally next door to the Tudor House handled the printing requirements, and Samantha Jackson of Art Graphics, (a member of neighbouring Chester Chapter), was asked to provide the new livery for Tudor House's vans.

Graeme, pictured (left) with business partner Tig Rockliff outside the Tudor House, has now won awards for his sympathetic restoration of the building.

Contact Graeme on 01244 318 100

7 a.m. white-knuckle ride for Edinburgh members!

If you occasionally think it's hard to be on top networking form at seven in the morning, then spare a thought for the intrepid – some would say foolhardy – souls of Edinburgh West Chapter, who started a recent meeting with a turbulent trip on the city's newest 'white knuckle' theme ride.

Recognised as one of the more adventurous chapters in Scotland, its members

ensured their permanent place in BNI history by responding to an invitation from colleague Nigel Benson to hold their regular weekly meeting at the capital's most innovative tourist attraction, the £5 million American-style TurboVenture multi-ride simulator.

As our picture shows, the intrepid bunch were smiles better (or at least, smiling

bravely) after their experience, even if a few of the more faint-hearted resisted the offer of a cooked breakfast straight afterwards!

Nigel Benson, Business Development Manager for Turner Technical Services and Project Manager for TurboVenture, invited his fellow chapter members to experience the ride, as part of his 10-minute presentation, and he was delighted with the response.

He told SuccessNet: "We're an innovative company and that's why I asked my BNI colleagues to see the new venue at first hand. TurboVenture is a European 'first' following the success of similar projects in Thailand and America, and being located in Fountain Park, one of Edinburgh's most popular leisure centres, makes it ideal for business presentations because we can project computer presentations, such as Powerpoint, onto a 60' x 45' screen - the biggest of its type in Europe."

Nigel can be contacted on 0131 337 4138



ROUGH MORNING? Members of Edinburgh West Chapter can still smile after their early morning white knuckle ride.

Leeds members iron out island deal

If John Middleton needed an excuse to fly out to Tenerife on a regular basis, his Leeds North Chapter colleague David Hobman has just found him one – and a profitable referral to boot!

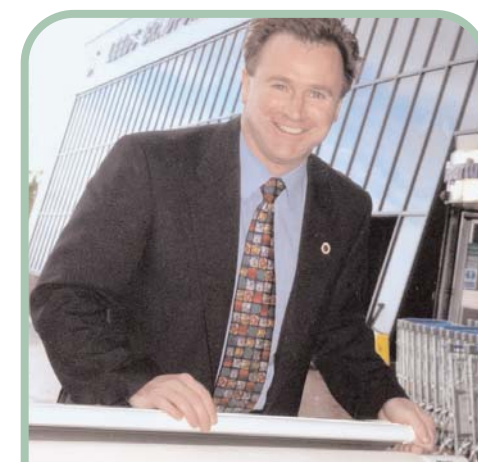
John, Managing Director of JTM Service Ltd (a Leeds-based provider of bespoke cleaning solutions to industry and the healthcare sector) received the referral – a firm order – from David, to supply ironing equipment to an apartment owner in Tenerife, where David himself has a second home.

"He even volunteered to take the iron with him on a recent trip, so he's done all of the hard work," said John. "Now I'm trying to negotiate a service contract so I get a chance to go out there regularly."

David and John have been working together for more than 20 years, with JTM Service maintaining the washing equipment at David's family-run retirement homes in Leeds.

David commented: "The iron weighs 50 kilos and can make mincemeat of a mountain of ironing. It is just what they needed in the apartments, and I knew exactly the man to help them."

John Middleton who is just completing a stint as Chapter Director, can be contacted on 0113 257 222 1



IRON MAN: John Middleton

Stroud Valley blossoms with Patty

Patty Latham doesn't like to see the BNI breakfast table laid bare, so ever since she joined the Stroud Valley Chapter last December she's been dressing it – with designer flowers!

Patty's arrangements have gone down so well at breakfast that not only is she getting business from members, but the management at the Chapter's new venue has now expressed an interest in her work.

"It makes the meetings a little different each week," said Patty, "and it's also a great way to show members how my creations differ from traditional floristry."

Patty, whose company Dreamcatchers specialises in weddings and corporate events, is now Secretary/Treasurer – aiming to make her Chapter flourish even more!

Warren Abis, membership co-ordinator said: "We are really looking forward to seeing Patty's latest breakfast contributions."

You can contact Patty on 01453 872 302

In Brief

1st passes 10,000th

Members of the very first UK chapter - Harrow - passed their 10,000th referral last month, just over six years after their inaugural meeting took place in a winter blizzard. The referral was passed to founder member, estate agent Neil Marshall by dentist Nishan Dixit.

Carol's whopping congestion charge!

Good news and bad news from Clerkenwell Chapter: Members have just passed their 5,000th referral and the group is going from strength to strength, but less happy was one of their number - florist Carol Selida who, within days of the central London congestion charges taking effect, was billed for over £10,000 - representing 11 years worth of charges. Molly, who runs Flower City in London's Square Mile, should have received a resident's bill for 11 months!

The ultimate Christmas bash?

Christmas may be long gone, but members of Bristol's Severn View Chapter are still talking about their festive 'bash' with a difference: go-kart races on ice - when they raced under floodlights to disco music at the local ice rink! Alan Doyle, Chapter Director said: 'We wanted to do something different this year and we had a lot of fun!'

Referrals? You'd be amazed where they come from...

Charlie is Dad's angel!

As a top landscape garden designer, Dave Robinson knows that relatively few of us can afford his services. So, when looking for new business opportunities, he thought that highly paid professional sportsmen would make ideal clients: he just wasn't sure how to achieve the necessary introductions.

Fortunately, Dave is Director of the recently formed Great Barr Chapter, just up the road from Aston Villa Football Club, a perfect target to test his business theory, when he shared his aspirations with BNI colleagues at a recent meeting. As if by magic, his dream came true but, even more surprisingly, it was Dave's own daughter, Charlie - a fellow chapter member - who gave him the crucial referral!

Charlie is Sales and Marketing Manager at the local David Lloyd Club, one of whose members is an Aston Villa director. Charlie mentioned her father's business to him and he arranged for Dave to meet the Club's Welfare officer, who in turn introduced him to one of the Club's international players, coincidentally looking to landscape the garden of his home.

Dave is now finalising ambitious landscape designs for the soccer star, whose anonymity he promised to keep, but he told SuccessNet: "What is so incredible is that after 24 years of sitting around the family meal table with Charlie, it took a BNI breakfast meeting for her to understand my business."

"She persuaded me to join BNI last November, since when I've discovered what a powerful organisation it is. As a landscape designer, how and where could I possibly advertise for such an account, yet a few words at a BNI meeting and I had my dream referral. It's just so odd that it came from my own flesh and blood! However, I've learnt that if I'm specific in my 60-second slot about the referrals I want, I can look forward to more potential business"

Contact Dave on 01543 670 342

Ten years as friends - but it took BNI to bring them together in business!

Andrew Rosamond and Keith Jones had known each other for some ten years. They'd been good friends, socialised together, shared the same office building - but they'd never done business together. Until, that is, they joined BNI's Wilmslow Chapter.

Keith, Managing Director of Macclesfield-based Silkmoth Plc which handles web technology, became a



CONNECTED AT LAST: Andrew Rosamond (left) and Keith Jones who are now doing business together for the first time thanks to BNI - despite working alongside each other for ten years

BNI member 15 months ago and, six months later Andrew came on board after Keith took him along to a chapter meeting.

"I was very pleased I went," said Andrew, who is Sales Director of Restore Computer Services Ltd. "I couldn't believe my luck when I was handed a referral worth £12,000 on my first visit as Keith's guest and, after deciding to join BNI immediately, it just got better and better."

"Within a few weeks Keith and I started doing business together. He had developed a web-based application for Meridian Business Support, whose headquarters were in Altrincham, but their 20 or so branches didn't have suitable Internet access to support it. I was able to offer the whole company networked Internet access using ADSL, not only saving them £6,000 over competitive quotes, but giving them a company-wide VPN, making it possible for head office to remotely support every PC in the organisation," Andrew added.

"Implementation is now completed, and I imagine there will be further ongoing support work. Since it was worth over £53,000 this has to be the best referral I've received since joining BNI, but I have to say it is just one of many."

**Andrew Rosamond can be contacted
on 01625 615 384 and
Keith Jones on 01625 433 388**

... or, how just one referral can turn into 72!

When Crowthorne travel agent Pauline Reeves received a referral over the breakfast table at Wokingham Chapter, it looked modest enough: "Please find my wife and I a good hotel room in the Malaga area for a few nights...."

And to start with, it was. Pauline's chapter colleague Ian Pearson had simply wanted her to find the best hotel deal for four nights so that he and his wife Barbara could attend Herbal Life's Training Convention in southern Spain - along with 5,000 of the company's other West European distributors.

But Pauline obviously offered Ian too good a deal - because when he saw what was on offer, he sent details around Herbal Life's large UK network, with the result that Pauline was inundated with requests from other Herbal Life distributors asking her to arrange the same accommodation for them.

In fact 72 of Ian's fellow distributors got in touch with Pauline at Crowthorne Travel, and to their - and Ian's -

delight, she managed to get them all into the same smart hotel at competitive rates.

Ian added: "We'd talked before we left about how good it would be if we were staying in the same hotel as other delegates but it was only when we arrived that I discovered just how many colleagues Pauline had managed to place in our hotel. She did a fantastic job, because our beachside hotel was the envy of all the other delegates, many of whom were staying up to an hour's distance away from the conference centre."

On his return, Ian sought clarification from his Chapter's leadership team as to whether his original referral still counted as one - or 72 different - referrals. "I wasn't too worried when they told me it was just one, albeit quite a good one," he said. "I'm sure Pauline was happy with the business that followed."

**Contact Ian on 01344 302 129
Pauline can be contacted on 01344 780 078**

Snap meeting develops photographers' collaboration

Elmbridge Chapter photographer Alan Knox is always ready to 'snap up' an opportunity. So when he decided to attend the launch of a new chapter in nearby Ashford, he saw it as a great chance to add more contacts to his already bulging book.

Ironically however, it was the presence of a potentially rival photographer, Tim Parsons that was to provide his most lucrative contact of the day - and mark the start of what has become a successful exercise in business collaboration.

Alan, whose business Wildcard Colour Brochures is based at Ripley near Guildford, specialises in commercial photography, while Staines-based Tim has built his business around studio and wedding photos.

"Tim had gone along to join the new Ashford Chapter, and must have been surprised to find another photographer present. But when we started talking, it was clear our areas of work were complementary, so we agreed to collaborate, referring appropriate business to each other and jointly pitching for work," said Alan.

"It has turned out to be good for both of us. We've given each other referrals for confirmed work where we knew the other was better equipped to handle a particular job, and we've also worked as a team, handling the photography for a major wedding. I am hoping we will jointly pitch for more work in the near future," he added.

National Director Gillian Lawson commented: "While as a general rule, only one member of any given trade or profession is allowed into each chapter, it is often the case that members in the same chapter can work in the same sector without being in competition with each other. In fact, quite often it can help both members if they provide complementary services or, as in this case, if they make contact with their counterparts in neighbouring chapters."

Alan added: "Far from regarding them as opposition, I would like to hear from other photographers so we can expand this collaboration."

Contact Alan Knox on 07718 117 935

In Brief

Bolton chapters dine for charity

Members of the three Bolton Chapters have proved that fund-raising can be a most enjoyable experience. Their fourth annual joint dinner raised over £500 for the National Society for Deaf Children and as our photograph shows, gave members an ideal opportunity to network over a drink or three. Pictured from left to right are Mike Cahill, Kathryn Todd and Phil Thompson.



Rubbish referrals: I love 'em

Since joining BNI two years ago, Mark Byford has received over £250K worth of rubbish referrals - and he's delighted! Why? Because he runs a recycling company, InkBig, specialising in helping charities raise money. "So rubbish referrals, sought and referred correctly can be worth their wait in gold," said Mark, a proud member of the Gung Ho Chapter in Bury.

Contact him on 08707 455 511

Ooops!

In describing the growth of London's Hammersmith Chapter (SuccessNet, Winter 2002/03), we inadvertently gave a wrong telephone number for Alex Stanier. The correct number is 020 8930 4701 and Alex has also asked is to include his email address which is: alex@stanier.co.uk

Happy to oblige, Alex.

BNI-MORE THAN A MEETING!



Plan
Referrals
Team work
System
Experience
Opportunity
Professionalism
Knowledge
Resources
Reliability
Relationships
Results

This year, BNI has adopted the worldwide theme – “BNI: More than a Meeting” – based on 12 crucial keys of membership designed to help everyone get the very best out of their business networking.

Here, Executive Director Terry Hamill (Merseyside) presents two of the ‘keys’ – System and Experience – and Tony Coxhill (Cheshire & North Wales) discusses a third – Opportunity – topics that every chapter is urged to address and discuss with its members over the next three months.

System:

The quality branding that underpins BNI is the system we have defined over years of learning from our fellow members.

I once shadowed the most successful members within my region and asked them what was the one thing that made BNI successful for them. Their unanimous reply was: “For goodness sake stick to the system.”

It was once said to me that BNI chapters are like jumbo jets flying from London to Hong Kong; they go off track 20 or 30 times on their journey, but the system and controls bring them back to their destination point.

I have played with the system for four years and tried hard to add creative ideas to it. The problem I have repeatedly encountered is that every time I tried to ‘improve’ or ‘adjust’ the system, our chapters suffered.

When your chapter wants to get to its optimum 40-strong membership, use the complete Section 5 of the Members Manual and get everyone involved.

Why? Because it works, as I was reminded just the other day when we launched yet another chapter with a huge visitors input, achieved simply by the members applying the system.

In BNI, there are systems for systems and the best way to get the most out of the organisation in your first year is to indulge yourself in the comprehensive training materials that are freely and widely accessible to all BNI members. These range from books, CDs and manuals to the wide range of excellent workshops now being attended by BNI members in ever increasing numbers.

Put simply, take advantage of BNI’s resources and learn how to apply its many strengths and advantages to your own business marketing strategy.

Experience:

On my recent trip to America I was privileged to meet someone who had been a member of BNI almost from its start. He had an air about himself that was truly the spirit of ‘Givers Gain.’ Members who have such experience and do well, often seem overly helpful, almost certainly because, after years of good education they have finally become what our Founder, Dr Ivan Misner terms a ‘Master of Networking.’

In my experience, it takes three to four months for a new member to get used to the BNI philosophy. The best members reinvent themselves regularly, keep their presentations fresh and are always prepared to learn from the wisdom of colleagues.

However, experience can bring its own challenge when someone feels they are so much wiser and better prepared than their chapter colleagues, that they become arrogant. In such rare situations, I ask those people to look back and remember their first ever BNI meeting, and what a white-knuckle ride it was when they were first told ‘The floor is now yours...’ Quite simply, there is no room in BNI for arrogance; we always have something new to learn.

If you want to be the best then find a mentor who you think is brilliant and clearly does well from BNI, and ask them directly if they would mind mentoring you. Tell them you would like an hour-long meeting with them once a month, and open yourself to constructive advice. Then you will have shown a commitment to developing yourself. I have three mentors, each of whom has different views of me. I value each of them.

What do your members think of you? Why not ask them and, when you get good advice, share it with your fellow members.

Opportunity:

Isn’t the world full of moaners? It’s a real relief to go to a BNI meeting each week, meet our positive colleagues and not talk about terrorists, the stock market or politics but instead, get enthusiastic about business referrals for each other.

But hang on. We could all be missing an opportunity here, because when people start to moan, they complain about big things and then about other practical things, which we can do something about.

All great networkers in BNI use their ears to listen out for moans and complaints, because one person’s problem can be someone else’s opportunity to resolve. And of course, the networker who helps to resolve the moaner’s problem will enhance his or her own standing, improving relationships and perhaps, leading to greater opportunities for themselves in the future.

Let’s look at some typical examples:

- Moans about money or pensions = an opportunity for the IFA, bank manager or mortgage broker in your chapter.
- Moans about fuel costs = an opportunity for those in car sales or car maintenance.
- Moans about property problems = opportunities for builders and other trades.

Listen to the moans and, if you haven’t got the people in your chapter to resolve them, suggest to the leadership team that you have a stack day to fill the slots. In other words, you should respond to demand.

This is not easy for some people because moaners may not open to any approach but, while you might have to go the extra mile, moaners are great for constructive business people in BNI, because they are great for creating opportunities. May they live long, so we all can prosper.

Five years of trying: Then BNI makes it happen!

When it comes to getting business, Tim Burling ranks among the Lombard Group’s most persistent account executives but, for all his tenacity it took the power of BNI to break down the barriers and reach one of his most coveted clients!

For five years he had tried to weaken the guard of an equally determined receptionist who kept blocking his calls to the boss of a major car body repair company, which he knew used asset finance. Then at a meeting of his Exeter Cathedral Chapter, Tim couldn’t believe his good fortune when he found himself sitting next to his long-term target – a guest of another member.

“I immediately introduced myself and we exchanged cards,” said Tim. “He mentioned that he might be looking at a small amount of business later in the year, so we set up a meeting at which I discovered they were purchasing a substantial computer system and some vehicles. I was able to offer him some extremely tax efficient funding and we duly underwrote the new £105,000 computer system.”



MAKING IT HAPPEN: Tim Burling (back left wearing spectacles) with his Exeter Cathedral colleagues who have helped provide a major boost to his business.

Not content with that, Tim went on to negotiate the supply of company cars through a contract hire facility and last month he received a £1.3 million order for 65 vehicles. “BNI has been fantastic for our business. In previous years I would expect to get around £500,000 worth of business through

BNI, but this year the figure could well be in excess of two million pounds,” he added.

“I’m a firm believer that the longer you are a member of BNI, the better it gets, because the trust builds up over time. I have several sources for acquiring business, but I reckon BNI must now be in my top five. However, you can’t afford to be complacent,” he warned. “You still need to be pro-active to make best use of the opportunities BNI presents you with.”

Contact Tim on 01392 822 426

Andy stops counting BNI benefits after £300,000!

Congleton Chapter member Andy Banks and Macclesfield Chapter colleague John Heath reckon that BNI has brought so much business to their car dealership, Links Audi of Macclesfield, that they stopped counting when it passed the £300,000 mark!

“BNI has given us leads all around Britain,” says Andy, “It is definitely a foolproof way of increasing

business. My background is in marketing and this is the most cost effective form of marketing I have ever seen. After just two years membership, we stopped counting when the volume of business gained directly from BNI referrals passed the £300,000 mark.”

Andy admitted that he’d discovered BNI just at the right time. “We measure all aspects of our performance and I knew we had work to do in the Congleton area. It was a sensitive issue because I live there, so I joined up myself. I soon realised its potential so one of my colleagues John Heath joined the Macclesfield Chapter and this has proved perfect, since his role in the company is to forge relationships with local businesses. We’re delighted with what BNI has done for our business.”

Contact John or Andy on 01260 281 194



FAST MOVING: John Heath (left) and Andy Banks are firmly in the driving seat thanks to BNI

In Brief

Six of the best set record for Lagan Valley

Less than three years since it became Northern Ireland’s first BNI chapter, Lagan Valley Belfast, has set a record for chapter recruitment, welcoming six new members at a single meeting!



Pictured with a smiling Chapter Director Harry McGimpsey (far left) are (from left to right), newcomers Julie Leitch, John Kerr, Heather Johnston, Kyle Cromie, Aaron Wright and Rory O’Connor.

Tree-mendous effort by Swindon

Members of Swindon Chapter have come to the rescue of youngsters at Crowdy’s Hill School in the town, after learning how heartless thieves wrecked the children’s efforts to improve the local environment. Pupils had planted 50 young trees in Crowdy’s Copse – part of the Great Western Community Forest – but, just days later they were shocked and upset to discover 40 of the trees had been stolen.

Fortunately, news of the youngsters’ plight quickly reached BNI members, who immediately donated enough money to replace all of the school’s missing trees – and a few extra ones too!

Don makes a bigger Splash thanks to BNI

When the Splash Home Improvements factory was moved to bigger premises in Reading last year, it took the combined efforts of no less than 20 BNI members to complete the exercise!

Splash supply and install high security window, doors and conservatories in the Reading area and discovered BNI in September 1999, when Managing Director Alan May joined the Reading West Chapter. Since then, BNI and its 'givers gain' philosophy has become



MAKING A SPLASH! Don Miller has plenty to smile about after twenty of his BNI colleagues (some of them pictured with him) made light work of his company's major relocation project.

an integral part of the Splash business ethos, with the result that the company is now represented in seven other chapters at Windsor, Basingstoke, Wokingham, Ascot, Fleet, Newbury and Bracknell.

Don Miller, Chapter Director at Windsor, and Sales & Operations Director for Splash told Successnet: "We have always relied on word of mouth for most of our business and BNI has given us the opportunity to increase our market share. All we have to do is provide a top quality service at a fair price and our friends in BNI do the rest."

In return for the extra business, Splash has a strict buying policy. "Whatever we buy, from paper clips to vans, we will only buy from BNI members. If you're not in BNI you don't stand a chance."

So when it came to moving premises last July it was only natural for the company to enlist the help of BNI members. "Our new premises were in need of major refurbishment, but we knew exactly where to go for help. Twenty members from six different chapters were involved in the work, which included everything from stripping and refurbishing the building, to supplying and installing new plumbing, lighting, phones, computers and furniture," he added.

"We had painters, and printers, carpenters and caterers, engineers and all manner of service men and professionals. Pam Sanders the florist in Windsor Chapter, even decorated the pillars in the showroom with artificial ivy to make it look like a garden. The finished job looks superb, and our thanks go to all concerned."

Don Miller can be contacted on 01189 313 333

Linda's flash for cash

Members of the Cannock Chapter in Staffordshire can't wait to get fellow member Linda Jones stripped down to her bra - for the best of reasons! PR Consultant Linda has signed up for a "power-walk" through London next month, wearing a specially decorated bra to raise money for breast cancer research, but first she wants to lose three stones.

"Raising cash for charity is one hell of an incentive to get myself into better shape," said Linda. "The thought of walking the streets of London in a bra is somewhat daunting, but I'll feel a lot better if I can shed some pounds beforehand."

Linda has enlisted the help of Chapter colleague and personal coach Tony Burgess, to re-focus her attitudes to food and drink, and hopefully she will reveal a new streamlined look on 10th May when the Playtex Moonwalk takes place. Anyone wanting to sponsor her should **call Linda on 07815 851 573**



GETTING IN SHAPE: Linda Jones is preparing to bare her (nearly) all with a little help from lifestyle trainer Tony Burgess.

Breakfast? It's a haggis dinner



ADDRESS WITH A DIFFERENCE: Jack Barton talks to the haggis dinner at a Tayside Chapter event

Tayside Chapter Director Jack Barton is well used to addressing members around the breakfast table, but when they were all invited to a fund-raising dinner at the home of colleague Olwyn Jack, he found himself talking to a very different audience - a huge haggis!

Voice coach Olwyn had organised a fund-raising Scottish ceilidh for BNI colleagues and friends at her country home, complete with a traditional Scottish meal including cockaleekie soup, haggis and tipsy trifle. Proceeds went to Carpathian Aid, and the Maggie's Centre being built in Dundee to support cancer victims and their families.

"Jack was the natural choice to perform the ceremonial addressing of the haggis," said Olwyn, "Even so, we made sure he had plenty of whisky to get him in the mood!"

Olwyn can be contacted on 01382 350 239

It's official – BNI 'Can Do'!

SuccessNet has come across some rather unusual chapter names lately, but the recently established Chesterfield And North Derbyshire Opportunities Chapter definitely takes the biscuit!

So much so in fact, that when one of its members observed that their full title

made the perfect acronym, transforming the original cumbersome title into the ideal chapter name, there was unanimous support for an immediate change.

"Our name was such a mouthful, members didn't need much encouragement to shorten it to the CAN-DO Chapter, said Secretary Treasurer, Keith Mason, a con-



WHAT'S IN A NAME? Members of the CAN-DO Chapter have their sights set high!

sultant with web designers and hosts, Esites-UK Ltd. "Now all we have to do is live up to the dynamic image inferred by our new title."

"We've certainly got a very positive attitude," he added, "and we've grown pretty quickly. We are confident that 2003 will see us become a very strong group."

In keeping with its unusual title, the Chapter already has some strange names amongst its members' businesses, including Clown Embroidery (Tracie Morrison) and Chequered Leopard Photography (Shane Madden). "We've even got possibly the only 'chocolatier' in BNI, in the shape of Andrew Thwaite, whose confectionery is a permanent attraction to sweet-toothed members," Keith added.

Over the years, SuccessNet has featured several hundred UK and Irish chapters but, if yours has an unusual name, a unique venue or, better still, members with unusual occupations, we'd love to hear from you. E-mail us at:

successnet@write-angle.co.uk

Keith Mason can be contacted on 01246 236 123

New Chapters

BNI is now represented in nearly every region of the UK, as the number of chapters continues to grow apace.

So far this year more than 20 new chapters have been launched including three more in the North East (in Darlington, Durham and Middlesbrough) where BNI only established a presence last autumn, and a first chapter for the Welsh capital of Cardiff.

New groups include: Abbey (Renfrew), Bath Circus, Borders (St Boswell), Can Do (Chesterfield), Cardiff, Crinis (St Austell), Delta (Aberdeen), Dewar (Dumbarton), Finchley (London North West), Great Barr (Birmingham), Guildford, Halifax, Harlequin (Twickenham), Harrogate (Thursday Chapter), Highfield (Middlesbrough), Hull (Tuesday Chapter), James Watt (Greenock), Mansfield (Notts), Meteor (Derby), Oswald (Durham), Phoenix (Rugby), St. Swithins (Bristol), Tarka (Barnstable) and Walworth (Darlington).

BNI finds a home for stranded honeymooners!

When safety inspection expert Andy McCutcheon flew off on his honeymoon last August he never expected to be at BNI's mercy after being stranded in Barbados!

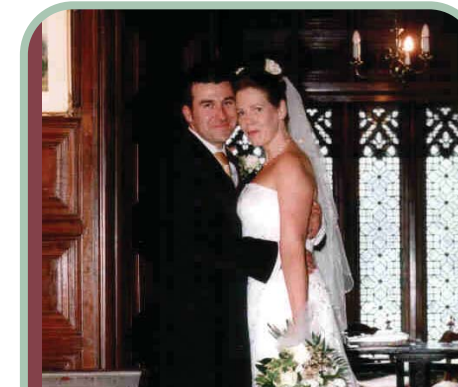
A member of Buxton Chapter in Derbyshire, Andy had booked outbound flights for himself and his new bride Melloney but, with the flights arranged through his previous employment with BA, he had been told the return flights would

be confirmed while they were in Barbados.

Fortuitously, as it turned out, Andy missed the camaraderie of BNI breakfast meetings during his island visit, so he paid an early morning visit to the local Bridgetown chapter. "The members were very friendly and Curtis Belgrave the Chapter Director, made me very welcome. At the time I didn't realise how much I would appreciate going to that meeting."

A few days later, Andy rang BA to confirm their return flight and was alarmed to find every aircraft full for several days around his scheduled departure date. "Realising we'd be delayed for some time, my first thought was to contact Curtis to see if he could help us find somewhere cheap to stay."

"Luckily, he found us accommodation where we stayed for several nights before I managed to get one seat on a flight home for my wife, and another the following day for myself. It just shows the power of BNI - wherever you are!" said Andy.



STRANDED: Andy and Melloney McCutcheon

BNI system "insures" 98% of Jane's business

Most of us will have come across a chapter colleague for whom BNI referrals contribute a significant percentage of their business turnover. But how many can say that a remarkable 98% of all their business comes directly or indirectly through BNI?

One person who is happy to make such a claim is Jane Swain of Sheffield's Kaizen Chapter, who acknowledges that without membership of BNI, her specialist insurance broking business would not have flourished to anything like its present extent.

Jane is a Director of Protokol Consulting Ltd, and working directly with accountants in general practice, identifying cost efficient professional fee insurance for their clients. She and her brother set up the company 18 months ago and, since they were starting with a clean sheet and no clients, it was imperative to find an effective marketing strategy. That was when she turned to BNI.

"As a new business with a unique service, we needed to penetrate our target market efficiently," she said. "It was opportune that I was introduced to BNI by a colleague two months later, and I soon realised that the potential for our business growth was unlimited if we embraced the BNI system

totally. Since I was responsible for achieving sales targets, I focused all my efforts into adapting the BNI system into my sales methodology."

Jane added: "This soon resulted in an enormous increase in the number of referrals both for and from colleagues in my Chapter. It is safe to say that we now receive 98% of our business as a direct consequence of BNI membership and I feel that my approach in using Dr Ivan Misner's model for notable networking has been the key to our success. My secret is simple: 'develop a system, be positive, always include others in your good fortune and confidently ask for what you want,'" she said.

Jane can be contacted at Protokol Consulting Limited on 01142 211 773



WORK THE SYSTEM: That's Jane Swain's recipe for success

BNI simply Essential in Hungerford

Just months after joining BNI, marketing services specialists Teresa Dadey and Sam Rudland reckon that over 60% of their business comes through referrals from their chapter colleagues!

Sam is currently Chapter Director of Didcot and Teresa, who had been struggling to find a BNI group to join because all the local chapters have their marketing position filled, has now become a founding member of the new Wantage Chapter – about to launch as SuccessNet went to press.

The pair established their new venture Essential Communications in Hungerford just under a year ago, offering a comprehensive range of marketing services under one roof. "We identified from very early on that the key to our success would be networking," said Teresa, "so we visited several networking groups, but BNI came out tops in every direction.

"We felt particularly good about its structure and discipline. Other organisations felt it was a good selling point to be flexible and informal, but the level of commitment shown was nowhere near as strong. So it had to be BNI for us and this has turned out to be one of the best decisions we made."

She said that referrals from within the

chapter started to arrive very quickly, although it took slightly longer for third party introductions (outside the group) to filter through. "We've been really impressed with the quality and strength of our referrals through BNI, and the fact that it now provides nearly two thirds of our business."

SuccessNet would like to hear from other members who receive the majority of their business through BNI.

Sam and Teresa can be contacted on 01488 738 61



SIMPLY ESSENTIAL: Business partners Sam Rudland (left) and Teresa Dadey say BNI is crucial to their new venture.

Kent stages "business event of the year"

Professional magician Laurie Philp has conjured up what has been described by seasoned directors as "a groundbreaking event for BNI in the UK" – the recently staged 2003 BNI B2B Business Exhibition held at Canterbury's county cricket ground.

Laurie is Education Co-ordinator of the Canterbury Chapter, and it was his idea for the Chapter to mount an event which became the most talked about business happening in Kent so far this year.

Every member of the Chapter as well as other local businesses took a stand at the exhibition, opened by local MP Julian Brasier and the Lord Mayor of Canterbury Mary Jeffreys (who are pictured with Chapter Director Barry Williams). More than 500 visitors participated in the one-day event which, in addition to a major trade exhibition, included an early morning champagne and pastry breakfast and a networking forum giving visitors and stand holders the chance to network, learn something about each other's businesses and identify potential new customers.

Laurie Philp, who chaired the B2B organising committee, was delighted with the way things went. "It more than exceeded our expectations. On average, BNI stand holders each received 40 good referrals and enquiries and every exhibitor is very keen for B2B to be repeated. We even created a dedicated exhibition website at www.b2bcanberbury.net"

The Canterbury Chapter prides itself on being one of BNI's leading UK chapters. It was formed in July 1997 with 10 core members, nine of whom are still in the group and it now has a membership of 42.



During this time, more than 16,000 referrals have been generated.

To find out more about B2B, and 'Magic for Business' call Laurie Philp on 01304 369 328

....As Gatwick's first Expo takes off!

Meanwhile, members of Gatwick Chapter have just staged their first business exposition with 20 of the group's 31 members exhibiting their products and services to local business leaders.

The idea developed from discussions between Chapter Director Keith Montague and one of the members, Julia Pockett who, as Area Manager for the national business accommodation group, Gainsborough House Business Centres, was keen to offer her company's facilities for a local business expo.

Keith said: "For our first such event it was very successful. We'd invited hundreds of businessmen and women from the Crawley area along with leading business and civic figures, and while the attendance was modest, we were satisfied with the numbers who turned out on a damp Friday evening. We're also hoping that we may have attracted some new members to our Chapter because, for a lot of visitors this was their first taste of BNI, and they showed a lot of interest. There were also some very significant business contacts made. We'll definitely be repeating the event."

Two Dereks go Football Crazy!

A new Internet football game, 'Funkyfootball' has just kicked off and could net a small fortune for two young men who met each for the first time barely six months ago at the launch of BNI's Omega 1297 Chapter in Glasgow.

Derek Gillanders, boss of Hiper Ltd (IT & Telecommunications) and Derek Husbands of Creative Test Solutions Ltd, had both gone along as visitors to the Chapter's launch and, within minutes of striking up a conversation, realised they had complementary expertise for a new business venture. After the meeting they continued to talk for hours about the technical practicalities of turning Derek Husband's brainchild Internet football game into reality and, by early afternoon, 'Funkyfootball' was born.

"We're both involved in similar fields," explained Derek G. "Derek H designs and links databases on the Internet, and my

skill is in making the end result attractive and user friendly. We very quickly realised that together we could bring 'Funkyfootball' to the marketplace very quickly. What now seems incredible is that had either of us not gone along to the BNI launch that morning, this project would probably still be in its infancy."

The new game is Internet-based and they hope it will have instant appeal to fans of fantasy football manager, although it goes further, adding dimensions such as training players, managing a budget and even dealing with strict referees!

Needless to say, both Dereks immediately signed up for membership of Omega 1297 Chapter, and their new colleagues were among the first to play the game when it went on-line earlier this year.

Contact Derek Gillanders and Derek Husbands on 01355 268 300

All set for TV...

How many Irish men (and women) does it take to build a TV set – with a difference? Not as many as you might think, says Rathdown Chapter's Michelle Byrne of Axiom Design.

Michelle was given the challenge to design a sitting room set using clever lighting techniques, for the Irish TV programme, *Beyond the Hall Door*, (similar to the UK's 'Changing Rooms'). The set construction presented quite a test since it could not be fitted out like a real

room or building, so Axiom's design team decided to enlist the help of BNI members to construct the set.

Her Chapter colleague Ed Rhatigan (Rhatigan Restoration) built the main piece of storage furniture for the set, while fellow member, Carl Fortune took care of the electrical installations including light fittings in the floors, and Dun Laoghaire Chapter member, Colette Ward created the soft furnishings.

"The whole job became a BNI event," said Michelle, "It was a great experience, and it really strengthened bonds between us."



SITTING PRETTY: Members of the Rathdown Chapter whose set design will shortly be featured on TV

Irish members can judge the results for themselves, and see Michelle and the team in action, on the RTE1 channel at 8.30pm on Thursday May 8th. **Contact Michelle (00) 353 1 235 1985**

...While members in Dun Laoghaire were building a church



THE HALL THAT BNI BUILT: Daphne Wynne and Ciaran Hamill outside the log church hall recently opened by the Irish President.

Ciaran Hamill is a dab hand at house extensions and conversions, but when Dun Laoghaire Chapter colleague Daphne Wayne passed him a € 57,000 referral to build a log church hall, he didn't know whether to laugh or pray!

Daphne runs LogArt, importing purpose-designed structures in kit form from Finland and overseeing the assembly of the buildings on site, using a local construction team. "We've built up a strong portfolio of builders around Ireland and the UK," she said, "but my reason for choosing Ciaran and his

Goldstar Technical Services team, was simply that he always gets such great testimonials at the chapter meetings."

Ciaran soon got into the spirit of building Greystones log church hall and jokingly reported back to his Chapter's members: "I just took delivery of a Scandinavian forest - but we're really enjoying the challenge."

There was one more surprise for Ciaran – and Daphne – when it came to the opening of the church hall. To everyone's delight, Greystones Presbyterian Church committee had invited Mary McAleese, the Irish President, to perform the ceremony!

"I had never met the President," said Ciaran, "let alone constructed a building that she was to open." Then Daphne let Ciaran in on a little secret. She told him "We've built lots of homes for people in Ireland and the UK, but this was actually the first church hall!"

Daphne can be contacted on 00 353 1 280 2879, and Ciaran on 00 353 1 295 9324

CHAPTER & VERSE

BY PAUL HARDMAN, OSCAR CHAPTER. FOR PORTFOLIO RING 01704 543 981



As BNI – and SuccessNet – has grown, so too have the number of editorial contributions we receive. Today, typically, we receive up to 200 separate contributions per issue and clearly, not all of them can be squeezed into our 16-page publication. Some suggestions and stories that won't date too quickly, may be held over for a later edition, but it still means a significant proportion of your contributions may never see the light of day. PLEASE appreciate that this is a positive indication of BNI's progress and maturity and, rather than be deterred from sending in your chapter's future news, views and articles, why not be even more creative and newsworthy with your submissions? We DO need to hear

You & SuccessNet

from you, but don't be upset if we can't include your item(s).

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