



Edwin Newsletter 16th July 2010

Attendance:

You could be forgiven if you thought it was December 24th today, as there was no room at the inn and we held our meeting in the Tavern Bar of the Crown and Mitre, as the hotel was chock-a-block, but the bar was closed. It was another full attendance today and no substitutes. The stack day went well with SEVEN visitors, NINE if you count Hazel from CFH Cleaning and Allison Timmings.

The Meeting:

Tom returned as Chapter Director and didn't look a day older than he did two weeks ago. He welcomed the members and guests, reminding us that we are building for the future.

Stephen Whelan has really got the hang of Education *Co-ordinator*, as he handed over to Allison Timmings for the Education slot. Her well received advice was about different types of networking. Apparently there are EIGHT different types of networking (can you name them? – no me neither). But we should all be in three kinds and our leader Ivan Meisner recommends casual networking (Chamber of Commerce, May Fifteen), professional/community (Rotary) and strong contact (BNI). How many are you in? All three types can serve each other. The advice is "Think outside of the box!"

The yellow and red cards made a welcome return to control the one minute round (courtesy of you know who). Andrew Coleman is branching out into the professional market, if you want your fessog on your business cards see Andrew. David Crossley was fined £5 for mentioning the "C" word (notice I didn't in the first paragraph). John Stevenson MP returned for Bendles and apparently MP's need solicitors too! (Now there's a surprise). Nick Turner and Steven Hastings are proving that BNI really works as they are working together on stationary etc. And Stephen Whelan can fix computers yesterday.

Our Membership Co-ordinator, David Crossley, reckons we need a funeral director in our midst. That could be a grave decision. Our referrals have slipped in numbers, but not in quality, seven referral checks all checked out.

Today's ten minute speaker was Simon Marchetti, of CFH Cleaning. After a brief career history and a claim to be the Anti-Santa (he prefers fishing to the "C" word) he gave us a well informed presentation on his business. He is fair and honest, instead of having sales he prefers to be always competitive. He tells us that he only makes 35p per hour profit, so he needs more referrals and ideal ones would be **offices**, so if you work in an office (or office block) do you know any business that could use Stephen's services?

I am sure you all have, but if you haven't please change your standing orders to **£33**, to cover breakfast and pay Nicky any shortfall for July. There were **20** referrals today, fantastic result, two 1 to 1's, 4 Thanks for Business and 1 testimonial. Can I remind members to put testimonials in writing on letter headed paper and email a copy to me for the website? We have one application pending and three more were submitted today. We will soon be back to 25 members.

Rob Stevens was the lucky winner of the door prize, which was 24 toilet rolls, that'll keep him going for a while. Well done to Stephen for bringing a job related door prize.


Tom closed today's meeting with "If today's temperature is 0° and tomorrow is going to be twice as cold what temperature will it be?" ([It appears to =1 in quantum physics.](#))

See you next week.

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Training:

**Monday 19th July –
New Member Success –
13.00 to 16.00 (Carlisle)**

Cost £5 per person to be paid on the day – tea/coffee only
Venue: Crown & Mitre Hotel
English Street, Carlisle, CA3 8HZ

**Monday 19th July –
Referrals Workshop –
18.00 to 219.00 (Kendal)**

Cost £5 per person to be paid on the day
Venue: Conference Room
Temple Heelis, Bridge Mills,
Stramontgate, Kendal, LA9 4UB

10 minute speakers:

23/7/10 Tom Allan
30/7/10 Paul Gilligan
06/8 /10 Allan Stevenson
13/8/10 Steven Hastings
20/8/10 Nicky Hill

Events:

Curry Night – 20th August TBC
Wine Tasting Night – 24th Sep TBC

Names, date preferences and numbers to Tony Stephenson a.s.a.p.

Renewals:

August: Rob
Sept: Paul G and Steven W
October: Nick T

Visitor Hosts Next Week:

Nick Turner
Tony Stephenson