



BNI® Carlisle

Edwin Newsletter 30th July 2010

Attendance:

Only one absence this week, Joe Bell didn't make it (maybe I should give him a subs list). We had four subs today (five if we count Colin Jones, who came and went, as Tony had copied Andrew. There were no new visitors today, although Tony Vorley re-visited.

The Meeting:

Tom gave us his usual Chapter Director introductions (one day he will introduce the Mentor Co-ordinator as well and then I know I will have arrived).

The education slot was swiftly passed from Stephen Whelan to Paul Gilligan. Today's topic was how to make the best use of your 60 seconds. There are two ways to prepare for this, first one being to write it during the education slot, but this usually results in a garbled one minute that no-one remembers. The second is to prepare it in advance, timing it to be at least 50 seconds, but no more than 60. No-one plans to fail, but it is easy to fail to plan.

Plan to succeed.

Bryan Dent and Toby McCartney were inaugurated as new members, by Tom prior to the one minute round, welcome to both (and I hope you enjoy your first newsletter, [please note the training in the right hand column](#)). In his one minute Tom advised us to keep our caps on, oil caps that is, as one client had engine trouble due to not heeding this advice. Hazel from CFH would like a referral to Butterworth's, any takers? Bryan and Toby gave us their first one minute presentations as members <http://www.tobysshoes.com>. Andrew gave us some more of his great pictures, but where was the ahhhhhhh for the puppies? Adam had to lag it, because Tracy hadn't prepared him boooo. And finally Simon wants a referral into the army, apparently, he asked for khaki referrals, or I think that is what he said.

Paul Gilligan, of GVC, gave us his well prepared ten minute presentation. He can supply cars and commercial vehicles for long, or short lease (short lease is 3 months). You can choose either, your vehicle and he will source it, or you can give him your budget and either way he will save you money. All the vehicles are new and definitely not imports, he can even help someone's credit rating is a bit dodgy. So for experience, knowledge, determination and contacts, contacts, contacts then Paul is your man. He would like referrals into architects, solicitors and accountants, can you help? Oh, by the way he looks forward to waking up tomorrow morning.

Apart from winning the door prize Nicky Hill reminded those who need reminding, standing orders should now be £33.

There were 19 referrals, 1 one to ne, 3 show me the money cards, 2 testimonials and 1 visitor.

Traffic Lights:

By the end of the current Membership Team we can all be at least in the amber of the traffic lights and no-one in the red. It is easier than you may think, if we all bring in two written testimonials and show me the money cards for all the referrals we have had since April 2010, then that should do it, as long as we keep the same levels of referrals and maximum attendance.

Tom's close was "Quality is remembered long after the price is forgotten", wise words.

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Training:

**Monday 9th August – and
Monday 13th September
New Member Success –
13.30 to 16.30 (Carlisle)**

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

**Monday 13th September –
Referrals Workshop –
18.00 to 21.00 (Carlisle)**

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

10 minute speakers:

30/7/10 Paul Gilligan
07/8 /10 Joe Bell
14/8/10 Steven Hastings
21/8/10 Nicky Hill
27/8/10 Allan Stevenson
04/09/10 Nick Turner

Events:

Curry Night – 20th August TBC
Wine Tasting Night – 24th Sept 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
Simon Richardson