

## NETWORKING IS FUN!

### Tips on how to enjoy and get the most out of attending events

**THURSDAY 9 MARCH 2023 – 16:00 – 18:00**

<b>Registration:</b>	15:30
<b>Venue:</b>	Marsham Court Hotel, 3 Russell Cotes Road, Bournemouth BH1 3AB <b>Parking:</b> This is at the rear of the hotel (postcode BH1 3AU) and there is no parking charge. On arrival, please inform hotel reception of your car registration number and, when you leave, ask for the exit code to raise the exit barrier. Alternatively, there is parking at Berry Court in St Peter's Road, Central Car Park in Upper Hinton Road or street parking around the hotel.
<b>Cost:</b> <b>(including drinks/canapés)</b>	£40 – Member and Associate Members of BDLS/Trainees/Members of BDJLD £65 – Non-Member of BDLS
<b>CPD:</b>	1

**This one hour course is suitable for people who are starting out in their business life and relatively new to networking or those who need to gain confidence to attend events. It will cover:**

- **Myths around networking**
- **Always put networking events in your work diary ...treat it as a client meeting**
- **Tips on how to start a conversation – where and who to head to; where to position yourself**
- **Have the mindset to meet new business friends, not to get business**
- **The importance of follow up and how to follow up**

**This talk will be followed at 17:00 by the opportunity to network over drinks and canapés**

#### **Speaker Profile:**

This course will be presented by **Simon Scarborough**. Simon founded his consultancy, Simon Scarborough Associates Ltd, nearly 10 years ago. He moved from London to Dorset in 2011 as he wanted to create a better work life balance and be able to give back more. He had worked in London for nearly 20 years running hotels principally in the Mayfair area. In addition, he oversaw a country house estate, golf courses and London apartments.

Simon has always had a natural passion and drive to only employ happy, smiley team members. He believes skills can be trained but wanting to be there, caring and consistently going the extra mile need to come from within and the “wins” for the business are tenfold.

Since starting his consultancy Simon works within many industry types and leaders encouraging them to recruit happy people, create the right teams and develop their team by looking at their positives. He is a business and professional mentor at all levels within an organisation. Simon also believes treat everybody how you want to be treated yourself. He will discuss with you his approach to fun and effective networking dispelling the myths and pitfalls some of us believe! It will be fun and thought provoking.

**BOOKING FORM**  
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**16:00 – 18:00 – MARSHAM COURT HOTEL, 3 RUSSELL COTES ROAD, BOURNEMOUTH BH1 3AB**

Please complete booking form below and return to [office@bournemouthlaw.com](mailto:office@bournemouthlaw.com) by Tuesday 2 March 2023

<b>Membership Type</b>	<b>Cost</b>	<b>Name of Delegate(s)</b>	<b>Email address</b>
Solicitor Member; Associate Member; Trainees ( <i>Solicitor, Cilex &amp; Apprentices</i> )	£40		
Non Member	£65		
<b>Total</b>	<b>£</b>		

Payment to be made by BACS only. Booking secured upon receipt of payment.

<b>Account Name</b>	Bournemouth & District Law Society
<b>Account Number</b>	56568851
<b>Sort Code</b>	56-00-35
<b>Reference</b>	<b>943/<i>insert delegate name/initials</i></b>