

Networking Venue Revues

*12 NETWORKING VENUE REVUES
FOR BUSINESS PEOPLE IN THE VICTORIA AREA*

by
Linda Conn, 'Your Business Coach'

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Introduction

To All Those Faithful Networkers Out There!

I have been asked if there is any one thing that precludes someone from absolutely not considering going into business for themselves. The answer is this: If you dislike meeting new people and/or hate the idea of networking it is time to find a job and a paycheck.

VictoriaBusinessTalk.com can offer you many resources in your quest for networking inspiration. Check out the free audio Library and Archives pages. Here is just a sample...

If you think of Networking as Personal Marketing instead of the old drudge of 'getting out there and getting business' - you will experience a shift in how you present yourself and approach others. To Read more http://www.victoriabusinessstalk.com/Archives/top10ezine_jan04.htm

As for business etiquette, I recently witnessed 2 new business people in the same industry competitively challenging each other while talking to a prospective client at a networking venue. I wish I could have told them to follow someone around that has a more business experience and see a demonstration of tolerance. To Read more http://www.victoriabusinessstalk.com/Archives/editorial_april04.htm

Business people who seek networking venues are challenged by....

1. - making themselves attend a networking venue even when they can't see any solid business coming from regular attendance.

You will quickly run out of steam for networking if you are looking for a measurable 'return on investment'. We recommend you do some research on the topic of relationship marketing to understand the best that networking can offer you. We invite you to listen to the free 1/2 hour audio at Part 2 #3

http://www.victoriabusinessstalk.com/teleclass_free_audio.htm

***'What is Relationship Marketing'** - hard-to-track, messy-to-test, difficult-to-justify...Now the good news: It absolutely works! It's hands down the most effective marketing strategy on the planet. (Micheal Katz).*

2. - just how to describe themselves when asked or if they have the opportunity.

There are many resources on how to craft 'an elevator speech or audio logo'.

I believe the best formula is this: Have a one line opener that you use first whenever you have the chance. Try to make it sound fresh and not memorized. The next line can be tailored more to the person or the group and the 3rd line should give an example, paint a picture of you working with someone similar to your audience. If you still get more time, take it back to the listener and ask questions about THEIR specific problems - any more and YOU may be talking too much!

3. - finding the best networking venues to invest their money and time.

Finding the right networking venues is a challenge and we hope this '**Networking Venue Revues**' for Business people in the Victoria Area gives you some idea of where to start. You can also find association and club listings at the public library and watch the events section of the daily newspaper. When you find one networking venue you enjoy, ask the other attendees what else they belong to. You may find you enjoy the same ones they do.

The world of business is changing. We can no longer hold the floor at a gathering by just describing the features and benefits of what we offer. Change your perspective from "Here's what I do" to "What do you need?" The networker of today understands personal and relationship marketing. *Relationship marketing is about building close relationships over time.*

Enjoy your free copy of '**Networking Venue Revues**' for Business people in the Victoria Area and we invite you to send the link to a friend or colleague. We welcome your comments to info@victoriabusinessstalk.com What are YOUR favourite networking venues?

Happy Networking!

Linda Conn

'Your Business Coach'

www.victoriabusinessstalk.com

Organization: (WBN) Vancouver Island Women's Business Network

Meeting: Approx 30 - 50 women attend monthly approx half are executive and/or regulars. You are invited to try attending a meeting before joining. For more information check the website or call Lowell Ann Fuglsang, Membership Director 380 - 4970

Meeting Place: Holiday Inn, Topaz Room
3020 Blanshard Street, Victoria, BC

When: 2nd Tuesday of every month 5:30 - 8:30 p.m.

Speakers: Yes

Yearly Dues: \$99.00 + \$22.00 per monthly 'mixer' meeting

Membership: The members are women of a variety of ages and interests. Not all the members are in business, some work for business service companies. This is an informal, relaxed group and recommended for women who want to try networking for the first time. It is not unusual to have new women in attendance who do not have a business card.

Website: <http://www.viwbm.org>

Insider Info: The best networking is often found at their smaller monthly luncheons held at various venues. The readership for their monthly Newsletter is much larger than the number of members who actually attend meetings... so if you join, consider ways to have you and/or your company listed or advertised.

Organization: (HOST) Home Office Support Team.

Meeting: Approx. 10 - 30 regulars attend monthly. Anyone can come anytime and just pay the \$5. (non-members) or \$3. for (members) at the door - a yearly membership is \$30.00. For more information check the website and send an inquiry through their online system.

Meeting Place: Business Victoria 1001 Douglas Street (Sussex Place) Victoria, BC

When: Meetings are held every Friday at 10:00am and run to at least 11:30...Doors open at 9:30am.

Speakers: Yes, you can expect the more well-known speakers like Michael Losier to double the number of attendees at a meeting.

Yearly Dues: \$30.00 + \$5.00 per weekly meeting.

Membership: The members are businessmen and women of a variety of ages and interests. This is a very informal, relaxed group and recommended for startups as well as existing businesses. They now boast a new monthly theme for speakers/activities/outings.

Website: <http://www.host-victoria.org/>
Great new website with good growth stats since last March: from three hits a day to average now of ten.

Insider Info: One of the best deals in town. The atmosphere is informal and friendly with the emphasis on improving everyone's speaking abilities. Regulars are relaxed with a microphone and able to think on their feet.

If you are one of the many people who attended HOST in the past, give it another chance. HOST is in a growth cycle! If you want to be in on the ground floor of a new HOST era, now is your chance!

It separated from the Chamber last year and has an inspired planning committee under the guidance of capable coach Lowell Ann Fuglsang - that has breathed new life into the organization. The challenge will be to keep it from going stagnant again...they are actively promoting a membership drive in the months to come.

Organization: (VBN) Values-Based Business Network.

- Meeting:** Anyone can come anytime and pay the \$10 - \$15 ticket price.
- A basic individual yearly membership is \$50.00, corporate \$75. to \$600. For more information check the website, send an inquiry to Valerie Elliott at vbn@iD2.ca or call 858 1550.
- Meeting Place:** VBN meets every two months for 'an Evening Social' at a different local venue each time. The best way to get information on future events is to get on their database at vbn@iD2.ca.
- When:** This new networking venue is aiming for an evening social the third week of every second month.
- Speakers:** Yes, each social will include a speaker as well as a networking activity to get people 'up and greeting'.
- Yearly Dues:** Basic Individual \$50.00 (corporate \$75. - \$600.) plus approx. \$15.00 per social.
- Membership:** VBN is committed to 'sustainable, environmentally friendly and profitable business practices which deliver benefits to their customers, workers and the community'. Between 70-100 people (typically local business people who are interested in the aims of VBN) turn out for socials, to hear speakers and to participate in this new networking opportunity. Membership benefits include access to experts taking part in the network, discounts on products and services, ability to connect with on-line shared resources, and education programs. Member businesses are given blue and green logos to display for their businesses.
- Website:** www.vbnetwork.ca
- Insider Info:** Co chair Sally Glover says 'we want everyone to have a good time and not take themselves too seriously'. Fellow co-chair Stephen Whipp also said in a recent Times Colonist article "We can't take ourselves too seriously and that good times while networking can be woven in with commitment." It will be interesting to watch this new group evolve as it tries to combine sustainability and fun networking.

If you are a member or considering it we believe this reminder from their charter is in order...

“Our role is not to regulate or cajole but to educate, encourage and model sustainable business practices, attitudes and behaviours not by judging, criticising or condemning but by guiding encouraging and exemplifying our ..mission. We are not a regulatory agency”

VBN has started out with an impressive number of local business people turning up for every function and is well worth a second look in your networking plans.

**Organization: Greater Victoria Chamber of Commerce
Business After Hours Mixers**

Meeting: Business Mixers are held once a month at a member host's business or selected venue. A no host bar and appies are provided. Chamber members attend for free. Chamber membership yearly rates vary from \$160. to \$2800. A basic individual yearly membership for one business person is \$372.36 For more information check the website, or contact **Membership Sales and Services Charlie Getty** Phone: 250-383-7191, ext. 212 Email: **cgetty@gvcc.org**

Meeting Place: Sponsors and venues change every month. The best way to get information on future events is to check the website at <http://www.victoriachamber.ca/index.php>

When: Chamber Business Mixers are held on the third Thursday of each month from 5:00 - 7:00p.m.

Speakers: No - this is power smoozing. Bring lots of small talk, smiles and business cards.

Yearly Dues: A basic individual yearly membership for one businessperson is \$372.36

Website: <http://www.victoriachamber.ca>

Membership: You will walk into a group of up to 125 local business people who are there to see and be seen and then get home - the faster the better...

Insider Info: Belonging to this chamber can be one of the most expensive business memberships you have. Many small business owners have a love/hate relationship with this chamber. They know belonging is good for their image but they really wonder about the benefits. Going to the Mixers is the most popular use of their membership and the Mixers are usually packed. Many of the regulars also belong to other chambers and attend their Mixers as well.

If you join this chamber, promise yourself to get to every Mixer and maybe even consider hosting one - for about \$500. .. by the time you buy the snacks, pay the bartender and the \$200. Host fee... The management of the event will be handled for you by the chamber's Ambassador Group. The yearly schedule for Mixer Hosting fills up fast. For more information **Membership and Corporate Sales** A. Adrian Andrew Phone: 250-383-7191, ext. 215 Email: **aandrew@gvcc.org**

Organization: The Grapevine

Background:

Started by a group of 5 women **Sarala Godine** (Options for Health), **Barbara McDonell** (Clutter Queen Services), **Sandra Tennent** (Urban-life Healing), **Debbie Yorke** (Elder Connections, Ltd.), **Sarah Flynn** (Catalyst Problem Solving and Dispute Resolution Services, Ltd.) who are all sole proprietors of service related businesses.

They meet weekly to provide support for each other. They also share a great appreciation of other business operators - especially those with retail stores, cafes and other high-overhead ventures.

Last year a founding Grapevine member attended an event designed to generate enthusiasm for a well-deserved shop owned by a friend. That experience was so much fun that it inspired "The Grapevine" - making the idea a monthly event.

Last Months Graping:

April's Grapevine crowd met at the Times Colonist Building and walked into **SEVEN VALLEYS FINE FOOD & DELI at 2506 Douglas St.** with an entourage of 16 people and a grape balloon bouquet - surprising owners Shahrokh & Nahid Golestani with the announcement that their establishment had been chosen the "Best of the Bunch" for April.

Lead Grape Sarala Godine has obviously scouted the deli ahead of time. She did a great job as host - pointing out interesting facts as she introduced the family and some of the store items to the crowd.

The Golestani's family greeted customers with a warm smile and were eager to answer questions about their stock of imported ethnic & exotic foods from Mediterranean & Middle Eastern countries, as well as a variety of Kosher & Halal products.

They told us that when they moved to Victoria from Iran nine years ago, there weren't any food stores specializing in Middle Eastern and Mediterranean products so they opened Seven Valleys two years later. They enjoyed pointing out that their customers include people who may not live in peace together in other countries but shop together in peace in their store.

Seven Valleys features an array of spices and herbs you

may not find anywhere else in Victoria, canned and jarred delicacies, specialty breads, 5 different kinds of feta cheeses, pastries (including several Baklava choices), candies, chocolate & even beauty products like henna for body painting.

Many people bought lunch from the hot food deli & raved about the falafels, beans, & eggplant dishes. One regular customer gave a few of us a show-&-tell tour of his favourite items, inspiring us to fill baskets with unusual purchases at very reasonable prices. Shah Golestani even graciously served us complimentary cookies & cardamom tea in special gilded cups!

**Next Meeting
Place:**

Once a month "The Grapevine" surprises a business with a visiting delegation of 20-30 or more people who are only told the category of the company and a nearby meeting location which will be walking distance to the chosen establishment.

For more information and to register contact Debbie Yorke 383-1980 dcyorke@shaw.ca This is a free event. Make sure you ask to be on the data base to receive notices of future 'Grapings'

Insider Info:

This is not a traditional business networking event. One woman was even surprised we were reviewing it. This is one you go to **for you**. This is one you do **for fun** on a Saturday afternoon. This is one that gives you something to **talk about** that is more fun than the usual at your next networking event.

This is one you do just to **support** local small business...

Organization: eWomen Network.

Meeting: 'Accelerated Networking Dinner' held once a month in the evening at the Uplands Golf Course. Approx. 15 - 20 attend monthly (and growing) \$48.00 - \$55. (Cost for eWN members is \$35.00) Display tables to showcase products and services are available. Cost: \$95.00. For eWN members: \$65.00. As a non member you can attend twice before you have to join.

Locally, the 2 directors are Kerry Brown an Executive Coach and Tracy Piercy a Financial Advisor.

For any questions about local dinners or to get on the database contact: Kerry Brown, Victoria Managing Director kerrybrown@eWomenNetwork.com 250-888-8949

Membership Info: To join and for more info go to <http://www.eWomenNetwork.com>

One-time, nonrefundable initiation fee of \$290 and a monthly membership fee of \$16.95 per month (U.S. currency). Includes- personal web page and listing on their directory

- discount offers
- access to their online forums and events
- discounted rates at dinners and other live events

Meeting Place: Uplands Golf Course
3300 Cadboro Bay Road

Cost: \$48.00 - \$55.00. Cost for eWN members is \$35.00.

Register online: www.ewomennetwork.com/event/registration/event.phtml?eid=2389

Register by phone: by calling 250-888-8949

When: Meetings are held once a month (the last 4 have been on a Monday or Tuesday) 5:15 - 8:00 p.m. at the Uplands Golf Course

- Speakers:** Yes
- Yearly Dues:** After you pay the one time \$290. US initiation fee, it will be \$16.95 US/mo plus \$48.00 - \$55.00. Cost for eWN members is \$35.00. for the monthly dinners.
- Membership:** The members are business women of a variety of ages and interests. This is a dynamic group of women on the move at a fast paced meeting. There is time for each attendee to state what they want and need for their businesses and for others to give them leads and suggestions.
- Website:** www.ewomennetwork.com Gives you an idea of the scope of this North American network.
- Insider Info:** One of the most expensive and newest networking venues in town. The meetings are well run by the dedicated leadership duo of Kerry and Tracy. Various attendees report that they have enjoyed and were inspired by the evening. We are impressed with how they have attracted a number of women who are willing to pay this price just to try it out. The organization is growing monthly. The challenge will be to maintain the value at this cost in the future. Worth a visit as a guest to see if this is a fit for you and your business goals.

Organization: (BNI) Business Network International

BNI is a 20 year old marketing company operating in 16 different countries. All BNI chapters follow the same agenda, procedures and rules. Each BNI chapter allows only one person per business category to become a member. There are 14 chapters in the Victoria Area. We visited the 'Victoria Executive Chapter'.

Meeting:

The 'Victoria Executive Chapter' meets for lunch every Tues. at noon at the Fireside Grill on West Saanich Rd. There are 18 members, the average chapter has 15. Lunch cost per week was a flat 14.00 each. You may attend 2 meetings before you are required to join. You can also ask the executive to put you on the substitute list as each member must provide an alternate if they can't attend one week.

An important part of the meeting is the exchange of referral slips, thank you for referral notes and invitations 'for a dance' (coffee meeting). This chapter also has 'power teams'. A province wide stat sheet was circulated and which chapter had the best stats for attendance and referrals was seriously noted.

Membership Info:

For membership info in general www.bnicanada.ca and for this chapter contact Robert Fisher 727-6578. Fees are \$445.70. to join PLUS the cost of the weekly meal, for this chapter \$14.

Meeting Place:

The 'Victoria Executive Chapter' meets at the Fireside Grill on West Saanich Rd. For membership info in general www.bnicanada.ca for this chapter Robert Fisher 727-6578.

When:

Chapters meet weekly. The 'Victoria Executive Chapter' meets for lunch every Tues. at noon.

Speakers:

One member per week is the spotlight speaker.

- Yearly Dues:** Yearly fees of \$445.70. to join PLUS the cost of the weekly meal, for this chapter \$14.
- Membership:** The members are men and women of a variety of ages and business types (one type per chapter allowed). Individual business have their info on the website:
www.bnicanada.ca
- Website:** **www.bnicananda.ca**
- Insider Info:** Some businesses report that BNI is a great source of revenue for them. Others find the cost and the commitment to once a week prohibitive. This reporters greatest 2 problems with BNI are: members who use each others services without getting quotes or looking outside their group as well may get burned. Just because someone pays the fees and goes to meetings doesn't mean they have a good product or service. We also believe that because BNI is such a commitment in time and cost that members may neglect to do much else for marketing or networking. BNI is growing in popularity but isn't for everyone. It would be best to visit several chapters before you decide if this is a good networking fit for you.

Organization: (VENC) Victoria Evening Newcomers Club and (VNA) Victoria Newcomers Alumnae

(VENC) Victoria Evening Newcomers Club is open to all women who have been residents of the Greater Victoria area (which includes the City of Victoria, Oak Bay, Esquimalt, Saanich, Central Saanich, North Saanich, View Royal, Highlands, Colwood, Langford, Mechosin and Sooke) for less than three years. You can remain a member for 5 years. You CAN join the Alumnae group even if you haven't been a member of the main VENC group in the past.

(VENC) Victoria Evening Newcomers Club

Meetings: Dinner meetings are held on the 3rd Tuesday of every month at a different location every month. Approx. total membership is 85 and about 45 regularly attend monthly meetings. Cost per meetings varies with the venue. This month was \$27. for non-members, \$25. for members. The meal was Hotel Grand Pacific fabulous - the cost was supplemented by the club. You may attend 2 meetings before you are required to join.

Membership Info: The Membership Convener for the 2005 - 2006 year is Kristine Ketter

391 8786 kdketter@shaw.ca Fees for the next year will be \$25.

Meeting Place: Dinner Meetings are held at a different location every month.

Register to attend by contacting the Membership Convener:

Kristine Ketter

391 8786 kdketter@shaw.ca

When: Dinner Meetings are held once a month on the third Tuesday from September to June starting at 6:30 p.m.

- Speakers:** Yes
- Yearly Dues:** After you pay the yearly \$25, it will be \$27. for non-members, \$25. for members for the monthly dinners.
- Membership:** The members are women of a variety of ages and interests. I have attended all the Newcomers groups and found this one to have the most variety in ages as well as business and career women - probably because the meetings are in the evenings.
- Website:** For the main VENC group (not the Alumnae)
- www.victorianewcomers.ca** Lists info for future dinner meetings. Has a province wide listing of all newcomer clubs in BC, also a good list of local resources and links.

(VNA) Victoria Newcomers Alumnae

- Meetings:** Dinner meetings are held 5 times a year. September, December, February, April and June.
- Membership Info:** The Membership Convener for the 2005 - 2006 year is Marianne Rithcie **fps-mir@shaw.ca** Fees for the next year will be \$5.

Insider Info: This is the only Newcomers group who wisely go to a different venue every month. This was a tremendous help in getting me oriented to a new home!

Any 'Newcomers' is a good contact group for many of our local businesses. These women are new to town and looking for good local products and services. The VENC Newsletter sells inexpensive advertising and is available online to the entire membership. Business card size ads are \$15. or \$50 for 10 issues, classified ads are \$5. per issue. (Non member ads have to be approved for publication so as not to compete with those placed by members) Contact the Newsletter Convener for 2005 -06 Cathy Korpella **ckorpella@shaw.ca** 385 3766. They are also looking for good informational speakers on topics of interest. Contact the Program Convener for 2005 - 06.

Organization: Toastmasters

Toastmasters International is a worldwide organization (since 1924) dedicated to helping people become more effective communicators, helping men and woman learn the art of effective speaking and listening - the 2 most vital skills that promote better self-esteem and enhance leadership potential. I visited the 'Communicators' Club.

Meeting:

The BC website lists 22 Clubs with various names in the Victoria area, meeting at various locations, days and times.

I reviewed the 'Communicators' that meet every Thurs morning at 6:45 at Cedar Hill Recreation Centre. Yup, that's 6:45 a.m. I doubt if you'll find a more interesting, supportive, lively (yes I said lively), entertaining group at anytime! With special mention to the members on each side of me (**Jenni Hopkins and Keith Davies**) who were so helpful to keep me up with the group and with offering information.

There are 'open clubs, 'corporate' clubs, 'advanced' and 'new' clubs. The 'Communicators' is an open club and asks for \$80. for 6 months and \$2.00 at the door. Extensive manuals of print material are provided.

The meeting was very organized, fast paced and held the attention of everyone in the room for over an hour. A lot of laughing, clapping, hand shaking and note passing was observed! There were several opportunities for speaking, active listening and evaluation. This is networking - and hard work!

Membership Info: To find a Club in the Victoria Area
www.toastmasters.bc.ca

For info on the 'Communicators' Club contact

250-389-1010 or 250-652-0429 or email
ghortie@islandnet.com

Fees are \$80/6 mo. and \$2.00 at the door.

- Meeting Place:** The Communicators/Victoria
Toastmasters Club #4483
Cedar Hill Reek Centre
3220 Cedar Hill Rd
Victoria, Bc, Canada
- When:** Clubs meet weekly. The 'Communicators' meet at 6:45 a.m. every Thursday.
- Speakers:** There were 3 featured member/speakers at this meeting who had 4 - 7 min each to deliver their topic. Each did a fabulous job with special mention to **Lorrie Carlson** who did a great job on her maiden speech!
- Yearly Dues:** Yearly fees of \$80.00 x 2. plus \$2.00 at the door.
- Membership:** The 26 members are men and women were of a variety of ages and occupations. They were also having great fun planning their annual picnic to one member's island cottage.
- Website:** www.toastmasters.org
www.toastmasters.bc.ca
- Insider Info:** If you are a morning person this 'Communicators' club could be a great networking venue for you! Remember whatever Toastmasters club you join, the weekly meetings will often require extensive homework and preparation.
- Toastmasters IS hands down the best place to go to learn to be able to speak well in front of any sized group - a must for any business person. Each club has a name and a distinctive personality. I was proudly told this club is known for the high quality of input each speaker receives. It would be best to visit a few clubs before you decide if this is a good networking fit for you.

Organization: (Vic A.M.) Victoria A.M. Association

Victoria A.M. Association, established in 1984, is a non profit society dedicated to enhancing and supporting Tourism in Greater Victoria.

The morning features self-introductions, door prizes, product spotlights, 50/50 draws and announcements of upcoming community events.

We visited a meeting at Cedar Hill Golf Course. The breakfast was fabulous and the featured speaker was even better. Beverly Booth, Manager of Tourism Sales and Marketing at Royal Roads gave an excellent talk on the history and exciting future plans for Hatley Castle. We found her information on the upcoming labour shortage in BC tourism fascinating.

Did you know Victoria is only one of 2 cities in the world that greets cruise ships? (Honolulu was the 1st...) Vic A.M. is very proud of their ambassador initiative Since 1968 they have lead the 'Meet and Greet' Program. Dressed in period costume, volunteers welcome cruise ship passengers as they arrive.

Meeting: This group meets every second Friday at 7:15 AM. at a variety of locations. When possible, they particularly like to support new hotels and restaurants.

Speaker: John Hill – Victoria Conference Centre

Spotlight: Helga Hendricks (Westcan Terminals)

Membership Info There are currently 85 members. For membership info www.victoriaam.com

Meeting Place: For information on locations check the Breakfast calendar at www.victoriaam.com/breakfast_calender.htm

When: This is a breakfast meeting held every second Friday at 7:15 AM.

- Speakers:** A diverse range of keynote speakers present first-hand information about tourism, new projects, entertainment, major events and developments in the Greater Victoria area.
- An opportunity is included for a member at each breakfast to showcase themselves and/or their business during the brief "product spotlight".
- Yearly Dues:** Fees are Individual:\$89. Corporate:\$199.to join PLUS the cost of the breakfast: \$15. - \$18
- Membership:** Membership includes sales and marketing professionals servicing tourism and other industries, individuals interested in generating business leads and persons simply wishing to make new friendships, while keeping informed of tourism and hospitality activity.
- Website:** www.victoriaam.com
- Insider Info:** We enjoyed this group and would seriously consider joining if we were a morning people :) This is a very friendly welcoming group that often attracts junior members of firms who are sent to experience networking. Definitely a group to put on your list to try. We agree with their slogan." Worth Getting Up For!"

Organization: (VBT) VictoriaBusinessTalk.com's Free Mini Saturday Seminars

Two years ago, The Free Mini Saturday Seminars started out with a special speaker and theme but soon found that what attendees really wanted was to just brainstorm on any topic of concern to them in their business. People sit around a large table area. After general introductions the amount of available time is divided by the number of people there. Then someone is invited to speak up first and describe a question or a concern that they have brought to the group that day. If time permits after everyone has had a turn, some or all of the group is asked to report on what new idea or plan they now have around their challenge that they intend to do in the following week. The group is facilitated by Linda Conn and on occasion Chrystyanna Queensley.

At a recent gathering, attendees included the following businesses or products:

Family Video Links (Barbara Strachan)
Car Whyz - free auto seminars for women (Lynnell Malainey)
Ray Mau International
Communication House (The Queensleys)
Heritage Shortbread (Bernie Johnston)
Rebecca Paquin
J Mayer's Group Publishing

Meeting: In 2006, you are invited to join the group on any or all of the following dates:

Sat. Jan. 14 at 1:00 - 3:00 p.m.
Sat. March 25 at 1:00 - 3:00 p.m.
Sat. May 27 at 1:00 - 3:00 p.m.
Sat. July 29 at 11:00 a.m. - 1:00 p.m.
Sat. Sept. 30 at 1:00 - 3:00 p.m.
Sat. Nov. 25 at 1:00 - 3:00 p.m.

The group meets at a meeting room at a Cordova Bay Rd location. Exact location directions are forwarded after you pre-register. Preregistration is required at http://www.victoriabusinessstalk.com/free_seminars.htm. Every registration includes a free subscription to the VBT Monthly Resource Website, VicBiz Talk Digest AND Top 10

Ezine.

- Speaker:** There is no speaker or set theme for each gathering. Discussion revolves around the questions and concerns that are voiced by the attendees.
- Membership Info:** There is no membership required. There are currently over 65 people on the database who wish to be notified of free seminar future dates. If you would like to be added to this list contact

Mary Katharine Ross <mkr@victoriabusinessstalk.com>
- Meeting Place:** This group meets at a meeting room at a Cordova Bay Rd location. Exact location directions are forwarded after you pre-register. Preregistration is required at http://www.victoriabusinessstalk.com/free_seminars.htm.
- When:** See the above dates and times. Usually the end of the month now on a bi-monthly schedule.
- Yearly Dues:** This is a free business resource and networking venue.
- Membership:** There is no membership required. Attendees are a variety of business men and women with businesses at many stages and sizes. The largest group has been 15 people and the smallest 4.
- Website:** http://www.victoriabusinessstalk.com/free_seminars.htm
- Insider Info:** The completely opened ended nature of this group always makes for an interesting experience. Whatever your challenge is, there is always someone there who has the expertise or contacts to help you. Owning your own business can be very isolating and regular attendance at this group can give you a community of like minded people. Regulars enjoy the support they receive from this venue.

A Case Study of One Business Owner's Networking Plan

This is a Case Study of one new Business owner in the Victoria Area. Barbara is a relatively new Victorian so her networking choices also have to offer her maximum chances to get to know new people and places.

Barbara Strachan is a retired elementary school principal who has family in Ontario. She began **www.familyvideolinks.com** as a way to keep in touch with family and friends from a distance. Video taping children's' stories to send to family exemplifies her commitment to children's literacy and a strong family unit - regardless of the distance apart. The company has grown to include the services of recording life stories and special homes and gardens.

The following is **Barbara's current networking commitments**. It is about twice as many venues as this business coach would recommend! But Barbara tells us she doesn't feel she will burn out because she enjoys each one thoroughly!

Charities Raise a Reader Campaign Volunteer
Women In Transition House Board Member

Associations Retired Teachers of Ontario - Victoria Chapter

Business Support Groups HOST (Home Office Support Team)
Greater Victoria Chamber of Commerce

For Fun Mile Zero TV Pilot - Production Assistant
Langham Court Theatre Volunteer

Barbara agreed that the following criteria are basic to networking choices:
Choose for your customer demographic, your industry interests and be careful how you budget your time and money.

We identified **5 reason's for the networking choices** Barbara made to spend her time and money on- **demographics**. She has sold her services to fellow volunteers.

- **social value**. 'I just like those people' she says!
- **business support and education** for her startup company.
- participating in an activity in her **industry** as in the TV pilot.
- **credibility**, as in using the chamber logo on her website.

Whatever reasons you have for choosing your networking venues, Barbara cautions: 'If it isn't fun, if it becomes a chore, it is time for a change'.

*If you would like Linda Conn to help **you** select **your** perfect mix of Networking Venues, please contact her at **info@victoriabusinesstalk.com**.*