

Speed Networking

Run Your Own Event

...an opportunity for you to earn a great living and
build your business contacts

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Version Number

This publication is version "1.0".

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Welcome to Speed Networking



Dave Grooms
Speed Networking Events

Many thanks for taking the time to read this prospectus.

In just a few minutes I will demonstrate to you that running Speed Networking Events will provide you with a very rewarding future assisting business in your local area to gain more customers.

My business has had a great year. In fact, I have done so well that I am finding it difficult to continue my Speed Networking Events.

Herein lies my problem and your opportunity

I took over the Speed Networking Events just over two years ago from a guy called Paul Turner. Paul had worked very hard to build up this part time business but like me, his main job started taking up more of his time.

I was a great fan of Speed Networking and often attended Pauls events and was also a speaker for him. When I heard that Paul was no longer going to run the events I jumped in and took over the business. At that stage we had no systems in place and it was hard work to advertise an event and handle the bookings. It took me hours just to create the name badges.

My aim for the business was to run events all over the UK. I set about creating automated systems and methods to successfully launch new events. I was then going to franchise the operation and bring on board 100 people to help me run these events.

My aim is still to have Speed Networking Events running in every majour town but I have changed my approach to allow for the reduced time I can make available. This has created a superb opporintny with no risks.

If you can demonstrate professionalism and a great winning attitude, I can provide you with your own business that will enable you to earn an exceptional income. What's more, I will provide you with both first-class training and the support necessary for you to maximise your earning potential. This is an opportunity to make a great deal of money working part time. I already do and will ensure that you do too.

Speed Networking will change your life...forever

The beauty of my Speed Networking system is that you have no overheads, stock and office to maintain.

Sounds too good to be true? Yes, it does, and that is why I have come up with a great scheme to enable you to test this business with no risk.

Please take time to read the rest of this prospectus, and I encourage you to write down any questions which I will be happy to answer.

This is an opportunity of a lifetime which will see you earning a fantastic income in a happy, friendly and stimulating working environment. Take it!

I look forward to meeting you.

Kind regards

Dave Grooms

Speed Networking

Who am I?

My name is Dave Grooms. I am a business consultant who specialises in helping struggling companies to prosper again.

I have been helping companies grow and prosper for most of my career. I have rolled up my sleeves and lived in the trenches to ensure that every company I have been involved with has Excelled.

I started my career as a computer programmer back in the days before the PC where mainstream. At the age of 23 I started my own IT company, which rapidly expanded. I found that my staff were getting paid very good salaries but I was struggling to finance the business. I knew I needed more real life experience and sold the company.

At the age of 25 I had started my quest to understand what makes a profitable company.

This quest has led to the following achievements

- I have worked with many small businesses
- I have worked with major blue chip companies who's names include: Duracell Batteries, Unilever, Champion Spark Plugs and Thorn EMI
- I have raised finance for two MBO's valued at over £14m
- I have created a number of small companies
- I have held Directorships in various companies - Some of these companies have a turnover greater than £25m
- I have a successful online business
- I have developed international sales channels
- I have removed costs and increase profits for many companies
- I have automated the operational side of many businesses to make them lean and profitable.

I now consider myself to be an expert in most area's of business with experience in both small and large companies. I know what works and what doesn't (**I have been there and done that**). I have also failed a number of times and have learnt from my mistakes.

My mission now is to help as many business as possible realise there true potential. I do this through my consultancy and Speed Networking

How does Speed Networking work?

People are arranged seated at tables facing each other. A whistle blows and a three-minute networking session begins.

One person begins by talking about who they are; what they do; and what they are looking for. Then it is the other person's turn to do the same. The conversation can then turn to exploring any potential business opportunities between you.

The whistle blows again when three minutes has passed, one-person remains seated while the other moves one place up the row and a new three-minute meeting begins.

Typical Event Time Table

1.00pm	- Arrive and setup room
1.30pm	- First Guests arrive
2.00pm	- First Networking Session
3.20pm	- 15 minute break - Tea and Coffee
3.35pm	- Guest Speaker - 15 minute talk
3.50pm	- Second Networking Session
4.45pm	- Social Networking
5.00pm	- Event Closes
5.30pm	- Packed up and on way home

An event works best with at least 40 attendees. At this level of people it appears very busy and justifies the entrance fee of £25. If you have less than 30 people we find the events are not as successful.

We often get 70 / 80 people book for an event but I restrict the number of attendees to 60. Any more than this it gets too difficult to control the room. It takes a long time to get them all moving onto the next chair and they do not flow very well.

My personal favourite is to have 50 people in the room. I still flows and always gets the best feedback from people.

We Solve Businesses Biggest Problems

The biggest problems businesses today are:

1. High cost of acquiring new customers.
2. Traditional marketing is just not working anymore.
3. Increased competition.

At Speed Networking Events we resolve all of these problems.

1. We help the attendees acquire new customers.
2. Traditional marketing is very expensive and has little impact. In just a few hours our attendees get to pitch their business to 30 / 40 potential customers on a one to one basis.
3. The competition is working hard to keep or grow their market share. By networking our clients can leap frog the expensive marketing of the competition.

It's time to go national

Speed Networking is unique and works for most businesses. Companies are crying out for a quick and easy way to find new customers.

Once an event is operational the local businesses will use us month after month as a primary means of bringing in new clients to the business.

If you like meeting people, helping local business, and building up a large network of business contact then this opportunity is perfect for you.

In addition to the normal Speed Networking sessions we have hosted:

- Meet the buyers
 - Local government buyers meeting potential new suppliers.
 - Corporate buyers meeting potential new suppliers
- Meet fellow team members
 - We have held events for large conferences to enable teams from across the country to meet each other.

Some of our testimonials

Hi Dave, I attended your networking event yesterday and thought it was a good turn out well done!

Alison Golding
www.businessstalkmagazine.co.uk

Hi Dave,

Great event yesterday - thoroughly enjoyed it and I have about 20 contacts to follow up!

Many thanks

Tim Chappell

Hi Dave

Just a quick note to say how impressed I was with the speed-networking event yesterday.

I'm sure I will see you again in the future.

Kind regards

Carol
Carol Goodsman
Alice Carroll
01273 494396
<http://www.alicecarroll.co.uk>

May I say thank you to David Grooms for an excellent afternoon. Not a fan of staged networking events myself, but this I enjoyed.

Geoff Fillery
Steel & Co

The Ideal Franchisee

Having the right people on board guarantees success

Our aim as a organisation is to create a national network of fun, professional people who have a real desire to help other business grow and prosper.

We believe our most valuable assets are the people who work with us and, like all valuable assets, it is one we like to take care of and look after. This means creating a stimulating and financially rewarding environment in which everyone has an equal opportunity to grow and develop their career with us.

Have you got what it takes?

At Speed Networking Events we aim to be the UK's No.1 business networking company. We will only achieve this if we team up with people with either good experience or great potential.

If you can demonstrate commitment and a great winning attitude, we will commit to providing you with both first-class training and the support necessary for you to fulfil your potential.

If you possess good communication skills and the desire to earn an exceptional part time income, we would be delighted to hear from you.

The experience/qualities you need:

- Enjoy meeting people
- Enjoy helping people
- Professional and presentable
- Will work our proven system
- Positive mental attitude
- Ability to listen
- Happy to talk in front of a crowd
- Able to take control and lead a meeting

Past business networking experience is an advantage but we will give you all the training you need to succeed.

NB. This is not another job. We help local businesses and in return our businesses become very well known. You will develop lots of professional relationships and your position within the local business community will increase. Our intensive training course will give you all the skills needed to succeed.

Testimonials

Hi Dave,

Just dropping you a line to say how well I thought yesterday went.

I have only been to one other networking meeting and there was not the wide variety of businesses like there was yesterday.

When you fall into a specialist market, like mine it is hard to find contacts, but yesterday went exceedingly well and I found some new business buddies!

Thanks again and please let me know if you have any in Chichester or Horsham areas in the future.

Thanks again and take care.

Kay Phillips

Sales Manager
www.takeawaymenu.com

Dear David,

Thanks for your email. Thank you also for a wonderful event yesterday. I don't think I have ever enjoyed networking so much – and I'm always at some do or another. In fact I was networking somewhere else yesterday evening, it was a busy day!

The organisation was great, as was the venue, and everyone I met was interesting. Three minutes certainly concentrates the mind!

I wish you great success and look forward to attending many more of your events, probably the Brighton ones, but especially if you every try out Worthing!

Once again, many thanks,

With kind regards,

Roberta
Roberta Pullen Recruitment Ltd

A Unique, Tried and Tested System. We Guarantee Your Success from Day One!

We have created systems that produce predictable results every time. During your training sessions you will learn:

- Why business need our services and the value we add to their business
- How we work with the business to provide a steady stream of new clients
- How to find venues and secure the best prices
- How to promote the event
- How to work with other business organisations
- The questions you will be asked and the response you should give
- How to conduct yourself
- How to setup a room
- How to book people into the event
- How to use our software to manage the event
- Running the event
- How to control the room
- How to become organised and efficient when in running the event
- How to collect payments
- Flow of attendees
- Importance of keeping them moving
- How to finish the meeting
- Refreshments and managing the venue
- Follow up to ensure more visitors next time
- Finding Speakers
- Finding sponsors

First-class training, unbeatable support

The training course will run from 10am – 4pm and will be held in Eastbourne. During that time we will cover all of the items above plus lots of other unlisted subjects.

The training will include lots of opportunities to practise what you have learnt. By the end of the day you will be confident enough to go out and start earning money.

We'll always be there for you

Following the course you will have regular meetings with me, where I will hone your skills to ensure that you become a top performer. By using our experience and systems your success is guaranteed.

What You Can Expect to Earn

We normally charge £25 for each attendee and expect at least 40 businesses to attend

A typical event:

- 40 attendees
- Hotel costs £350
- Marketing costs £150

An income of £500

Run one event a month and earn £6,000 pa

This is a very impressive income for just a few hours work. These are not pie in the sky figures we often get 60 plus people attend and clear over £1000 at an event.

Now, that all sounds great, but the real value is the contacts you will make. If you run this as an add-on to your current business then the opportunity could be huge.

Now there is no reason why you should run just one event. I was running one every week which gave me a very respectable £3000 a month income. A full time salary from working one afternoon a week!

A typical month running one event a week.

- 4 Events
- 50 attendees at each
- Income £5000
- Venue Costs 1400
- Marketing Costs £600
- Income after all costs - £3,000

A yearly income of £36,000

Now I am sure that a few people reading this prospectus will want to run this as a full time venture and may be willing to travel which will enable them to run 3 or more events a week. Using our systems that will generate a substantial full-time wage with no stock, no premises, no staff and the best bit (which I have not touched on yet) we will handle most of the marketing and booking for you. Your role will be to find the venues and run the events.

The earnings from this franchise are very good.

We recognise that these income levels seem too good to be true. We understand your concern. That is why we are prepared to let you run events without taking any risk.

Start your own Speed Networking Event. If you are not satisfied with the earnings then you owe me nothing for marketing and I will refund the training fee in full.

Test the water, with no obligation

Nothing will ever be hidden; I want you to have a go to see if you will be comfortable in this role.

The only requirement is that you sign a non-disclosure agreement. We will be sharing all of our secrets with you – and so we know you'll understand that we want to ensure that they remain a secret.

I have franchised many businesses and every time asked for a substantial fee to buy the license. In addition to paying the license fee they nearly always had to pay for marketing to get the business going.

Most took six months to a year to be profitable and 18 months to repay the setup costs.

I am offering you the opportunity to earn very good money and build your reputation in the local business market for just a few hundred pounds and offer a full money back guarantee.

I also offer to get businesses booking onto your event.

If I were offered this blueprint system a few years ago I would have doubled my investment on the first day.

I will only be issuing exclusive areas to ensure that I have the right spread of Speed Net workers. If this opportunity interests you then you must act quickly to secure your area.

We Will Provide You with Everything You Need

Unlike other franchises, Speed Networking requires no working capital, premises, IT networks and specialist software or secretarial support.

Once you have paid the training fee you will be provided with everything you need to start earning money. It's that simple.

Earn £500 plus for each event!

On Day One of your new business we will advertise your event on our web sites. Our web sites gets hundreds of hits every week and is listed in the first few entries on Google.

We will also setup a web site just for you. This will be highly optimised to your local area and will appear high on the search engines. We use a search engine optimisation company to get results from the natural search listings. I spend hundreds of pounds every month on search engine optimisation to ensure that Speed Networking becomes a national business

The web sites will have online booking systems, which will automatically add the attendee to the event. This means that you do not have to sit down and respond to the bookings. There is no entering them into a database like I used to do.

Fully automated - no waiting for the phone to ring and manual typing of details into spreadsheets.

In addition to the web sites we can also help you market the events to the local business community for you. We will build a database of businesses and use email and fax broadcasting to bring in customers for you.

I have my own fax and email server allowing me to send 50,000 emails and 20,000 faxes every day. I have a full ISP setup and status, which removes the restrictions that normal broadband accounts have.

This marketing option can add real value to our offering, as it will remove the need to spend lots of effort and money on advertising.

My first few events lost money as I spent a fortune on promoting them. If you would like us to promote the events for you then this can be provided at a cost of just £3 per a booking.

You only pay for confirmed bookings.

Each attendee pays on the day by cheque or cash. We normally see an equal split of cash and cheques. This means that there is little admin.

- No chasing debt
- No monthly credit terms
- No outlay before the event
- No support staff needed
- No equipment needed
- No office needed
- No stock

Most other business opportunities require the franchisees to manage the accounts and lots of admin for the business.

With our systems the hard work has been removed. Let the system take the bookings electronically. On the morning of the event simply:

Place the name tags sheets into your printer and press the name tag button. Automatically every attendee will have a badge printed in alphabetical order ready for the event.

Next place some plain paper in the printer and press the attendees button. This will print a list of attendees that is given to every body.

Now press the print invoices button to produce a printed invoice to give to the attendees when they pay.

Simple isn't it. Within just 10 minutes you are ready to go.

I used to run the business the hard way. I would receive emails from the web site when someone booked into an event. Every day I would hand type them into a spreadsheet. I would then send them a confirmation email. Each booking took about 4 minutes to complete and I made mistakes. Now the system takes care of the bookings.

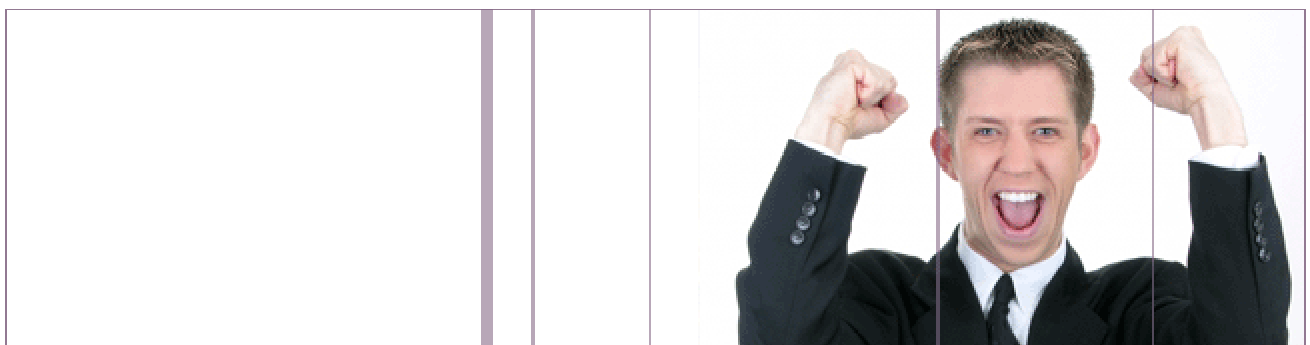
I would then spend three hours sorting the list and performing mail merge routines to print all the badges and attendees list. It was painful and hard work.

The value of this software for me is huge as it has made my life so much easier and saves about 7 hours for every event in labour time.

You can have the software for free.

Top 10 Benefits of Running Speed Networking Events

1. Capitalise on our reputation for running Speed Networking events.
2. The ability to earn a good income.
3. A business that has no overheads.
4. A business that requires no working capital, stock or premises.
5. A turnkey proven system that ensures success from Day One.
6. Ongoing support and training.
7. Your own Web Site
8. Fully automated computer booking and admin system.
9. Learn from our experience – be profitable on your first event.
10. Support to help you build the event and a money back guarantee



Frequently Asked Questions

1. If I can earn £500 plus per an event why is the franchise fee only £495?

Yes, the fee is nominal compared to other franchises, especially as we guarantee to give you your money back if you do not make a success of the enterprise. The fact is that we want to get the right people on board asap and create a national organisation

2. I understand that you will advertise the event and get businesses through the door?

Absolutely. We offer a free web site, which will be optimised and can offer, as an option to market the event for a fixed fee of just £3 per a booking.

The biggest challenge in running events like these is getting people to attend. We have the systems and skills to bring in 40 plus businesses. By operating a fixed fee you know what your profit will be for every event. In return for £120 you will get 40 people booking which will earn you £1000. Take off the venue costs and you will have a good income. If you are happy with marketing or have a big network of contacts then you can skip this service and earn more money.

3. This all sounds great but I am not sure that it is the right career for me.

Our unique 'come and spend the day with us' offer will enable you to take part in the training to investigate the opportunity first hand. You can then decide if this is the business for you. If it is not for you then I will give you your money back.

If you are happy after the training, then start an event and if you do not want to run a second event, I will refund your money. There is no risk.

4. The earning projections look to good – what are the hidden costs.

There are no hidden costs. You just need to pay for the venue and any advertising costs (which we can handle for you at a fixed fee). The only other cost will be name badges and paper, which costs a few pounds per an event.

5. We are entering a recession. Is this a bad time to start this business?

The beauty of our business is that it becomes more desirable as the economy struggles. Everybody needs more business. We offer a cost effective way for them to achieve this.

6. Will I be given my own territory?

You will have your own towns to work in. We will assign areas on a first come / first choice basis.

7. Can you really train me in just 1 day?

When you leave the training course you will be fully equipped to start your business. We believe in continuous training and offer support on an ongoing basis.

8. Why don't you just hire and train employees to help you expand?

We've considered and tried this but have found that the calibre of recruits from franchising is much better. We want people who run their own business and understand the attendee's needs.

Final Message From Dave

Thank you for taking the time to read our prospectus.

Remember:

- We have areas all over the country that need our events.
- We know from experience that you will earn £500 - £1000 per an event. Run one a week and enjoy an income of £40K in your first year.
- You must act quickly – when the news gets out about this franchise it will create a frenzy of eager applicants.

Before saying, “Yes” ... you must qualify. Because believe it or not, I am not interested (or willing) to share my hard-won knowledge and cash generating techniques with just anyone. Before I invite you to join Speed Networking Events and give you the exact methods that will generate over £1000's in additional income, you must qualify – for a very important reason:

Our system is incredibly powerful. It requires you to operate at the highest levels of professionalism. It will give you the tools to instantly generate cash. Yet for these strategies to be in the hands of even one person who may apply them incorrectly could come back and haunt me – and considering the future I now have in store for Speed Networking Events – that is a risk I cannot afford at any price.

I spent many years developing my position in this marketplace. My reputation is everything. I only want the most motivated, talented and dedicated people working with me. Otherwise, it simply isn't worth franchising this business. It really isn't.

To qualify as a chosen franchisee:

1. You must agree to attend our intensive training. This is “immersion-style” training that is proven to maximise your learning and relationship building skills. During the course I do not want you to think, read or talk about anything other than the information and secrets I am going to teach you.
2. You must be practical and open-minded. You must have a burning desire to help people.
3. You must be willing to learn, embrace and apply some very powerful – yet disarmingly simple ideas. Our system produces results very quickly.
4. You must be 100% committed to taking action and implementing our methods that have been perfected and refined to a razor-like sharpness over years of testing and thousands of pounds worth of real-life experience.

If you qualify – and can currently afford the franchise fee (which, by the way is priced low to attract the first batch of franchisees), I am willing to offer you a very profitable business.

A modest £495 is all that I ask for this opportunity. I wanted to make the fee realistically affordable for as many quality professionals as possible. At this price I know that I will get the right number of people all across the UK to help me build the Speed Networking empire.

Of course I will make money from the franchise, but this is not a pile of manuals full of fluff. I want you to benefit – and handsomely.

There are so many other questions that could be answered about this opportunity, but these would be better answered in person. Please feel free to give me a ring on 0845 020 4368 with any questions.

If you would like to go ahead please call me on 0845 020 4368 and I will book you on the next training course. These will be run once a month on a Saturday in Eastbourne, East Sussex.

Just imagine... a few weeks from now you could be fully trained and have the techniques to generate cash, week after week, and keep it running at top speed for life.

No one else in the country is offering this business training and support – I expect this opportunity to be seized upon, it would be a shame for the franchise to be offered to someone who got there before you. Once we have received your “Booking Form” we will freeze applicants from your area until we have met you. Do it now – you’ll be one of a select group of highly trained, finely tuned, razor sharp Business Networking Hosts.

Warmly,

Dave Grooms

Remember:

Franchise costs just £495

Earning potential is £500 / £1000 per an event

We offer to market the event for a small fee. This will guarantee a good turnout.

We offer a full money back guarantee if this business does not work for you.



100% Money Back Guarantee

Our franchise comes with a 60-day money back guarantee!

You can be 100% confident that you will have a full 60 days to put the methods to the test and if they don't work for you, simply contact me and you will get 100% of your money back, no questions asked.

We want you to feel confident when you join.

