

PRESS RELEASE

**For immediate release
29 October 2007**

More than 15,000 reasons to celebrate 6 years of success

The Jack O'Newbury BNI group recently celebrated an outstanding six years of networking success with a lavish champagne reception at the Royal Box, Newbury Racecourse.

Since the business networking group began meeting for breakfast every Friday morning they have passed between them an incredible 15,740 pieces of qualified business, for which they are recognised as one of the top 10% of BNI groups in the world. For some members this has been the lifeblood of their business.

The BNI motto of 'Giver's Gain' is founded on the simple principle of members recommending other members when they meet someone needing a product or service, and passing on these business opportunities; 'if I give you business, you'll give me business and we'll both benefit in return'. This was demonstrated in the success stories being celebrated around the room, from both long term members and relatively recent sign-ups.

One of the founder members of the Jack O'Newbury BNI group, Alan May from the Splash Group, has £1million reasons to celebrate as he estimates that he has gained this much business for his conservatory and replacement windows company through the BNI system of passing referrals through to members.

And Sharon Johnson, from Johnson Bookkeeping Services, explained why she has renewed her first year's membership. "I originally joined the BNI to generate more business after taking on my first employee. Twelve months on I have achieved more growth for my company than in the previous few years put together! I have had to take on a second member of staff and move into larger offices - all as a direct result of the level of business referred to me through the BNI!"

There is only one representative per business category within each BNI group and there are several categories currently available at the Jack O'Newbury BNI, specifically for an insurance company, mortgage broker and builder. Visitors are welcome to come along and experience the benefits of belonging to the BNI, and can find more information at www.bni-newbury.co.uk.

The group danced the night away to a jazz trio, and the atmosphere at the reception demonstrated the great sense of camaraderie and support that exists between the members, essential to make getting up early on a Friday morning to meet at the Newbury and Crookham Golf Club an enjoyable experience!

- ENDS -

ABOUT THE BNI

Being active in BNI is like having up to 40 sales people working for you, because your fellow members will be carrying your cards and referring your business to people they meet, without you having to pay them any salaries or commission. Successful businesses depend on 'word-of-mouth' marketing as the best form of promotion there is.

BNI provides a structured, supportive, business environment in which local business people can get together to network, learn valuable new marketing skills and develop the strong personal relationships that lead to trust and the consequent generation of significant business for each other.

The Jack O'Newbury BNI meet every Friday between 6.45 and 8.30am at the Newbury and Crookham Golf Club.

For more information contact:

Chapter Chairman: Emma Smith – emma@dstressxpress.co.uk

Chapter Growth: Lucy Venables – lucy@redprosper.com