



# NETWORKING RESOURCES, OFFERS & FURTHER SUPPORT

**Ways Kirsty James can assist you to maximise your on and offline networking, relationship marketing and business development success**

## **15 MINUTE FREE MINI CONSULT**

Arrange a no-obligation 1-to-1 meeting with Kirsty to chat and find out more

## **NETWORKING HUB**

Visit the resource hub containing networking videos, blogs, talks, guides, webinars, podcasts, Q&A, and quick tips.

<http://www.colonymarketing.co.uk/networking-resources/>

## **NETWORKING MATTERS NEWSLETTER**

Sign up for event updates and blogs at <http://eepurl.com/W89CX>

## **NETWORKING EVENT ATTENDANCE WITH PAYG TICKETS & PLANS**

Visit the Colony website or email Kirsty for event listings, an information pack and for a newbie code to try an event

## **NETWORKING BENEFITS CLUB**

Ask about our annual benefits pack, available standalone or as an add-on to event purchases, offering further event participation, benefits & discounts

## **NETWORKING & BUSINESS DEVELOPMENT SUPPORT PLANS**

Obtain direct help from Kirsty to review and improve your business development plans and networking skills, strategy and on and offline activities. **INTRODUCER, STARTER and ACCELERATOR** plans suit your needs and budget. Email for info.

## **KIRSTY JAMES**

Networking, Relationship Marketing & Connections Consultant | Speaker | Event Facilitator & Host | Networking Skills Trainer & Strategist | Connections Broker  
Colony Networking | TEDx Warrington | LinkedInLocal | Lymm Business Centre | SUBS Warrington | KTS WiB | Think Family Matters | SoupOTG Crowdfunding  
07789 852 892 | [kirsty@colonymarketing.co.uk](mailto:kirsty@colonymarketing.co.uk) | [www.colonymarketing.co.uk](http://www.colonymarketing.co.uk) | <http://www.twitter.com/colonymarketing> | <http://uk.linkedin.com/in/kirstyjames>

# Networking Services

You're in the right place if you'd like to maximise your on and offline networking success. With PAYG and Membership-based networking events and business groups, event and benefit plans, and 1-2-1 networking and business development support plans, Kirsty James and Colony Networking can assist you to improve your networking and relationship marketing. View details below.

1. EVENT TYPES	2. EVENT TICKETS & PLANS	3. SUPPORT
<p><b>Regular events hosted by Kirsty are as follows. Details are shared via the Colony newsletter, website, social channels and member groups.</b></p> <ul style="list-style-type: none"> <li>• Monthly 1st Friday 1pm: Colony Wellbeing</li> <li>• Monthly 2nd Thursday 9.30am: Colony Networking Warrington</li> <li>• Monthly 3rd Thursday 4.30pm: Colony Networking Newton</li> <li>• Monthly 4th Tuesday: SUBS Warrington</li> <li>• Quarterly 4th Thursday of January, April, July &amp; Oct: Club90 Business Lunch Group</li> <li>• Adhoc - Colony Women in Business</li> <li>• Adhoc - Business skills workshops</li> <li>• Adhoc - Women in Business events</li> <li>• Adhoc - LinkedInLocal meet-ups</li> </ul> <p><b>2-6 events per month</b> <b>View the Events page</b></p>	<p><b>There are various ways to attend events, improve your networking and obtain further networking benefits.</b></p> <p><b>PAYG Tickets</b> Single visit to a set event</p> <p><b>Event Credit Packs</b> The best value option to attend several events at flexible times. Buy credit for 5, 10 or 20 events at a discounted rate</p> <p><b>Networking Benefits Club</b> An annual extra benefits pack, available standalone or as an add-on to event purchases, which offers further event participation, benefits and discounts</p> <p><b>PAYG tickets from £8-50/event. Packs from £52</b> <b>View the Tickets, Plans &amp; Benefits page</b></p>	<p><b>Looking for business development support to improve the effectiveness of your networking and relationship marketing.</b></p> <p>Kirsty provides the following 1-to-1 services:</p> <ul style="list-style-type: none"> <li>• On and offline networking skills and strategy</li> <li>• Social networking profiles, pages and posts</li> <li>• Connections brokering and lead generation</li> <li>• Networking actions accountability</li> <li>• Problem solving and ideas generation</li> <li>• Facilitating, hosting and speaking at business events and workshops</li> </ul> <p>Select a plan to suit your business and budget            £39 – Networker INTRODUCER (intro service)            £69 – Networking STARTER (event+mini consult)            £99 – Business ACCELERATOR (Biz devt)            Bespoke work at hourly rates can be quoted</p> <p><b>View the Consultancy Services page</b></p>

**1<sup>st</sup> Step: Book a 15 minute free fact-finding chat with Kirsty James**      **2<sup>nd</sup> Step: Book an event, buy event credits or a support plan**

# 1. Networking Event Types, Groups & Dates

Would you like to attend networking and business development events? Regular events hosted by Kirsty are shown below with a guide on format and dates. Details are shared via the Colony newsletter, website, social channels and member groups.

NETWORKING	WOMEN	WELLBEING	CLUB90	OTHER
<p>I'm looking for on and offline mixed networking</p> <p><b>Colony Networking Lymm, Warrington</b> Monthly 2nd Thursday, 9.30am.</p> <p><b>Newton, St Helens</b> Monthly 3rd Thursday 4.30pm.</p> <p><b>Chester &amp; Liverpool</b> TBC</p> <p><b>Colony Virtual</b> Monthly 2nd Wednesday. Dates to be confirmed.</p>	<p>I'm looking for female-only business events</p> <p><b>Colony Women</b> A sub-brand of Colony running 2-3 events per year with networking, speakers, fun break out activities and a catering twist.</p> <p><b>KTS Women in Business</b> An event collaboration between Kirsty James, Tricia Peters and Sue France offering adhoc on and offline women-only events, including Cheshire #IWD.</p>	<p>I'm looking for wellbeing-themed events</p> <p><b>Colony Wellbeing First Friday</b> is a wellbeing-focused event run monthly on the 1st Friday, 1-2pm.</p> <p>Content might include networking for wellbeing practitioners OR speakers and discussion on a wellbeing topic from a local leading expert OR practical events with short taster sessions from local therapists.</p> <p>Events to resume soon.</p>	<p>I'm looking for learning, discussion and networking</p> <p><b>The Club90 Quarterly Business Lunch Club</b> is run by Colony, Think Beyond &amp; Mottram Hall.</p> <p>Events run quarterly on Thursday lunchtimes in January, April, July &amp; October.</p>	<p>I'm looking for even more networking opportunities</p> <p><b>SUBS Warrington</b> is part of the SUBS Business Events network. Warrington runs monthly on the 4th Tuesday, 9-10am.</p> <p><b>LinkedInLocal</b> Bi-annual evening events in Manchester and Warrington.</p> <p><b>More</b> Get in touch if you'd like help to find the right group to suit your needs.</p>

Purchase PAYG tickets and Event Credit Packs via the Colony website. PAYG tickets also available via Facebook and Eventbrite

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# 2. Networking Event Tickets, Credits & Benefits Club

PAY-AS-YOU-GO TICKETS	NETWORKING EVENT CREDITS			NETWORKING BENEFITS CLUB
<p><i>I want to network a little</i></p> <p><b>NO COMMITMENT</b></p> <p>PAYG event tickets at fully listed prices. Ticket applies to a single visit to a specified event only</p>	<p><i>I want to network a lot and save money</i></p> <p><b>FLEXIBILITY &amp; VALUE</b></p> <p>The best value option to attend several events. Prices have no fees and beat PAYG prices. Buy event credit and use it to book any event, on or offline, at any location. Top up when you run out</p>			<p><i>I want to maximise my networking activity &amp; success</i></p> <p><b>MAXIMUM NETWORKING BENEFIT</b></p> <p>Extra networking benefits pack, available standalone or as an add-on to event purchases, and offering further event participation, support, opportunities, benefits and discounts</p>
<p><b>From £8-50 per single event</b></p>	<p><b>£52 SAVER</b></p>	<p><b>£97 SUPERSAVER</b></p>	<p><b>£182 ULTRASAVER</b></p>	<p><b>From £49 annual benefits pack + bonus events</b></p>
<p>Guide ticket prices RRP + booking fees*</p> <p>Wellbeing: £8-10 Networking: £10-15 Women in Business: £18-30 Club90: £20-30 Workshops: £25-50</p> <p><i>* Tickets purchased on Eventbrite and Facebook attract booking fees</i></p>	<p>Buy event credit in packs equivalent to 5, 10 and 20 standard events at discounted rate to attend multiple events at any location throughout the year.</p> <p>Book events on the website using your event credits and top up event credits at any time</p> <p>Event credit plans are for a business, not a named person, so can be used for colleagues and/or further guests.</p>			<ul style="list-style-type: none"> <li>• 1-to-1 networking mini consult with Kirsty</li> <li>• Participation in the closed Colony Facebook group</li> <li>• WhatsApp event reminder service</li> <li>• Free bonus events during the year</li> <li>• Access to the website Club area to view your credit balance, speaker resources and Club offers</li> <li>• Speaker opportunities at events</li> <li>• News and blog sharing opportunities via Colony's newsletter and social media</li> <li>• Priority booking at events where places are limited</li> <li>• 12-month duration from start date, not a calendar year</li> </ul>
<p>Purchase PAYG tickets, Event Credits and Benefits Club via the Colony website. PAYG also available via Facebook and Eventbrite. Set up a Colony account to access the Benefits Club area and check your event credit balance, book events and top up credits.</p>				

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# 3. Networking & Business Development Support Plans

Would you like business development support to maximise your on and offline networking success?  
View the three initial plans offered by networking and relationship marketing expert, Kirsty James.

INTRODUCER	STARTER	ACCELERATOR
<p><i>I want a fast introduction</i></p> <ul style="list-style-type: none"> <li>• A virtual meeting to explain who you're looking to connect with or what your current problem is for which you need assistance</li> <li>• A speedy introduction to a relevant contact/s</li> </ul>	<p><i>I want to start networking</i></p> <ul style="list-style-type: none"> <li>• A 1-to-1 initial consultation with Kirsty to get started with your networking and business development goals</li> <li>• A single pay-as-you-go ticket for a Colony Networking (or partner) event of your choice</li> </ul>	<p><i>I want to focus on specific networking and business development tasks that suit my business, marketing and planning requirements</i></p> <p>1-to-1 planning session plus follow up ideas, actions, resources and introductions. Content suggestions:</p> <ul style="list-style-type: none"> <li>• Networking skills for in-person and offline events</li> <li>• Networking strategy and blending on, off and social networking</li> <li>• Lead generation, referrals and affiliates. Identifying contacts you need &amp; providing introductions</li> <li>• Sourcing free help, funding and resources</li> <li>• Identifying networking groups and events to attend</li> <li>• Online networking and social media set up eg Facebook and LinkedIn profiles and pages</li> <li>• Marketing and networking collateral eg social media, website, business cards, pop ups and brochures</li> <li>• Contact management and systems reviews such as CRMs, databases, email and newsletters.</li> <li>• Follow up strategy</li> <li>• Feedback and testimonial/recommendation</li> <li>• Drafting or rewriting marketing copy for articles and press releases</li> <li>• Brainstorming new business development ideas and solutions</li> <li>• Handholding at networking and business events</li> <li>• Accountability to ensure networking and marketing plans are put into action</li> <li>• Beyond this session, Kirsty then works on an hourly rate of £60/hr for her networking, event and marketing services</li> </ul>
£39	£69	£99

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