

# Meeting Magic Network Meeting Lane End Conference Centre Monday 28<sup>th</sup> July 2008



meeting m★gic®

Meeting Facilitated by Meeting Magic Ltd  
Tel: +44 (0)1628 471114

# JULY NETWORK MEETING, LANE END


## PURPOSE

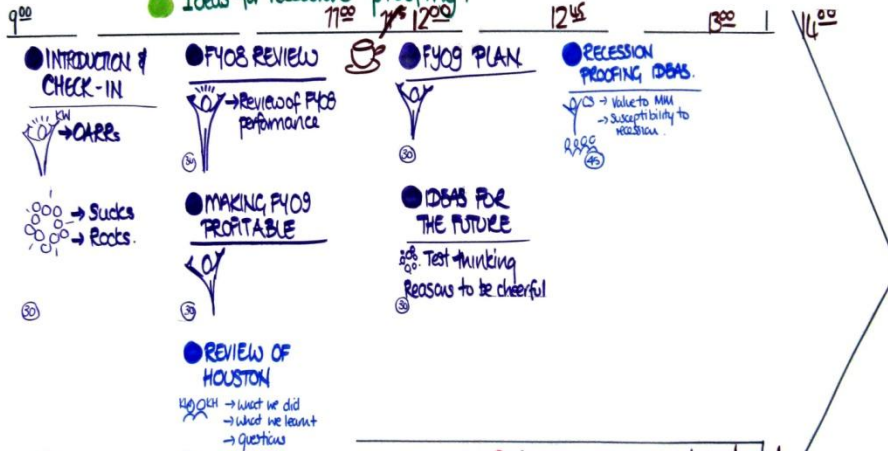
- ★ Connect face to face
- ★ Develop ourselves
- ★ Business development

## OUTCOMES

FROM TODAY.....

- Understand how the business has performed Jul '07 - Jun '08
- Understand the focus areas for 2008-9
- Give feedback on ideas for the long term
- Shared learnings from Houston
- Ideas for recession proofing.

● REVIEW   
"Getting things done"



## ROLES

- KW - leadership training
- LH - documentor
- All - facilitators

## RULES

- Ask when you need a break
- Say when you disagree
- Temperature check!
- When times up, it's up
- Show & tell



On 28<sup>th</sup> July The Meeting Magic Network met at Lane End Conference Centre.

The aim of this day was to have a morning meeting followed by an afternoon of MBTI training.

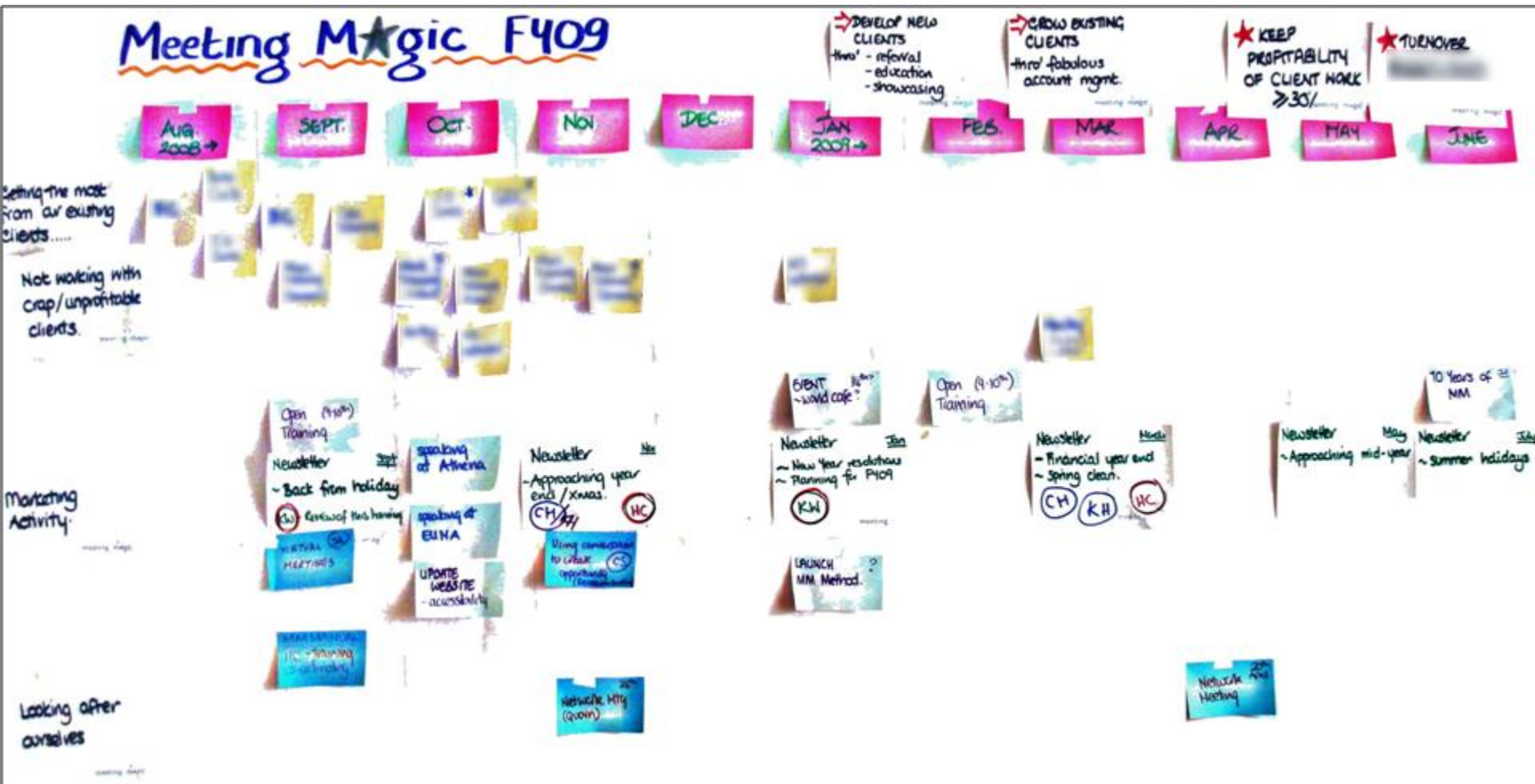
Katherine opened the meeting with OARRS. We then all checked-in with our 'What Sucks and What Rocks'.



Katherine presented a business review for Financial Year ending June 2008 followed by plans for 2009.








Kevin then took the group through a review of Microsoft work in Huston.

# Meeting Magic F409



Katherine shared this top level plan for FY09 and asked for everyone to sign up to Newsletter articles.

# ACTIONS

- Contact those in  → 
- Sub-divisions within same organisation
- What can we do for  ?
- Can we offer a "recession session" for 
  - Barter with consultants
  - conversation
- Potential new clients
- Add existing / current clients to newsletter database
  - ↳ Lesley can send current database End Sept '08\*
- How to get more with  ?
- How do we  GET INTO HERE?
-  } TARGET & TRACK DOWN CONTACTS

Reflection:  
we have a very balanced portfolio

# OBJECTIVES

- Take stock of risks & opportunities in the current economic climate.
- Think about how to strengthen links with high value / low risk clients
- How to grow low value to low risk clients into high value sector
- Any new clients / sectors we could target?
- Other thoughts
  - How to help high value / high risk clients through "tough times" ahead.

# RECESSION SESSION

- Remember - it's only a start to our thinking
- Use intuition if it's your style!

Fit us in for a week

List of 6 we want next year

"Lay hooks" with existing clients

# Action/Agreements

## ACTIONS / AGREEMENTS

- Try free trial of mindmap software  
→ Buzzan World.
- Craig to handover LinkedIn Group Admin to Hesley. → Hesley to E-Mail re Newsletter  
→ Routinely check & accept new members.
- Helen to develop MM Training manual.
- Hesley to send up to date database of who is on newsletter list
- All to update contact list

# MBTI Session

