

MEMBERSHIP THAT MATTERS TO BUSINESS



# INTRODUCTION



## MEMBERSHIP THAT MATTERS TO BUSINESS

Croydon Chamber of Commerce is the voice for business in South London, supporting the growth and success of our members. By joining Croydon Chamber of Commerce you become part of the London Chamber of Commerce giving you instant access to over 3,000 businesses across London. Quite simply, our business is your business.

The Chamber has developed a diverse events schedule making sure your business has every chance to meet new contacts and develop new sales leads. With a number of business support services open to members, key networking opportunities and offers to save money and time, all you have to do is join.

Croydon Chamber of Commerce has over 400 members locally and is the number one membership organisation in South London. By joining our network, we will support your business every step of the way. All you have to do is make sure you and your business take advantage of a network designed for your success.

## OUR NETWORK

As part of our network, you will have exclusive access to over 3,000 businesses from across London. As a new member you will receive our network directory complete with contact details of every member. Our directory offers you and your business the chance to raise your profile whilst saving you time and money. With the added incentive of a profile in the directory, you have every chance of generating even more business.

Why not access our Members' Zone? It's exclusive to the membership, gives you access to our online directory and allows you to search for members from all areas of the network. With regular discounts available from other members, why not offer a saving of your own to the membership and boost your own sales.

The Members' Zone offers you up-to-date information from our many business factsheets, support on effective networking, updates on the London Games and many other support tools. All of these are geared towards making sure your business has everything it needs to succeed.

## JOINING THE CHAMBER

Our aim at the Chamber is very simple. With a number of events, services, tools, information and support, we are here to support your business right from the start. Join the Chamber today and start to benefit from the largest independent membership organisation in London.

[www.croydonchamber.org.uk](http://www.croydonchamber.org.uk)  
+44 (0)20 8263 2345

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## EVENTS



### NETWORKING WITH THE CHAMBER

At Croydon Chamber of Commerce we offer an extensive range of networking events aimed at making sure your business meets new contacts, develops key sales leads and builds a business network.

The events at the Chamber have been developed to suit your every need as a business. With regular informal and relaxed networking opportunities to our more structured opportunities, you will have every chance to succeed.

The events have been designed to focus on you and your business. With key speakers from the world of business, offering you advice, support and inspiration, your business will receive great value from all of our events. Not forgetting your chance to network with businesses from across London with the sole purpose of developing new business.

Our events are open to your entire business; all you need to do is make sure you attend. Take a glimpse at just some of our events and begin to understand how you can benefit.

- **THE GRAPEVINE NETWORK** – South London's premier networking event. Join over 70 delegates for this relaxed and informal event aimed at bringing you closer to other businesses from across London. Taking place every month you will have a great chance to meet new contacts over a glass of wine and canapés. Complimentary to members, this is one event not to miss
- **THE EXECUTIVE CLUB LUNCH** – The jewel in our crown. Relax and enjoy a chilled glass of champagne while you wait for lunch to be served. Sit and enjoy a three course meal with businesses from across south London. With a keynote speaker from the world of business, you will leave the event full of energy and inspiration to succeed. The Executive Club Lunch is open to businesses turning over £1million+ and with 10 or more employees
- **CHAMBER CONNECT LUNCH** – Relax and enjoy lunch with successful business leaders who will help to inspire you and your business. Offering you a unique insight into their business, their successes and failures and what the future holds, the Chamber Connect Lunch series offers you much more than just a networking opportunity. In an intimate setting, you will have chance to network with every delegate
- **THE SUMMER GRAPEVINE** – Similar to the Grapevine Network, the Summer Grapevine is designed to offer you an opportunity to network on a larger scale. Held in July each year, take time out from your busy schedule and enjoy a glass or two with some great company. In business, we all have to take a little time out and relax – why not do it with the Chamber
- **THE ULTIMATE BUSINESS BREAKFAST** – Start your day the way you mean to go on. Join us for an opportunity to network, create new business and not forgetting a chance to have breakfast at the same time. All this and a keynote speaker to provide you with the business support, advice and guidance on how to improve and develop your business
- **CHRISTMAS CONNECT** – The season finale! Join us for a night of festivities to kick start your celebrations. With a champagne reception, this event is like no other. Relax and enjoy the company of businesses from across south London with entertainment throughout the evening and canapés to whet your appetite. Our advice is simple – book your place early and enjoy

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- **NEW MEMBERS' COFFEE MORNING** – Understand how to maximise your membership at the New Members' Coffee Morning. Held every other month, spend time with the team and make sure you utilise the full potential of your membership. With a brief introduction to networking, the value of your membership will have already begun with this event.
- **BUSINESS DEVELOPMENT WORKSHOPS** – Improve your business skills with our complimentary business development workshops. These refresher courses will open your eyes to up-to-date techniques and methods to move you and your business in the right direction.

## EVENTS AT THE LONDON CHAMBER OF COMMERCE

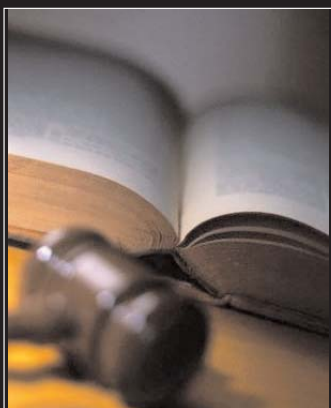
Networking is a key part of the Chamber's success and as a result your success. As members of our network, you have access to additional networking events at London Chamber of Commerce, including Changing Places.

**Changing Places** is the London Chamber of Commerce's monthly flagship networking event, attracting over 150 delegates every time. As members, join us every month for an informal and relaxed networking event aimed at securing your future business – complimentary.

With a number of other sector by sector networking events available to members of the Chamber, increase your potential success today.

## BOOK YOUR EVENTS WITH THE CHAMBER

The Chamber has made it even easier for you to attend our events. You can book your places online at [www.croydonchamber.org.uk](http://www.croydonchamber.org.uk) or contact the Events team on +44(0) 20 8263 2345.



## MEMBER MONEY SAVERS, DISCOUNTS AND THE MEMBERS' LOUNGE



The Chamber offers a full complement of services aimed at making sure you have the tools to succeed. Membership with the Chamber offers you an unbeatable package of support – all you have to do is access it.

### MEMBER MONEY SAVERS

- **UNLIMITED FREE 24 HOUR LEGALADVICE HELPLINE** - Our legal advice line offers your business unlimited FREE telephone advice 24 hours a day, 365 days a year, on legal problems whether business or personal
- **HR DEPT. ADVICE LINE** – At Croydon Chamber we recognise the complex issues that employment regulations can raise for our members. To assist you, we have secured the services of the HR Dept. to offer support and advice relating to people management and employment law
- **LONDON CHAMBER B2B** - Our online marketplace enables you to make connections with businesses within London and across the UK. By joining forces with over 50 Chambers of Commerce, [www.londonchamberb2b.co.uk](http://www.londonchamberb2b.co.uk) allows you to reach fresh markets and build strong new contacts. It provides the opportunity to generate and obtain business faster, more effectively and more efficiently from 40,000 fellow members across the entire national network
- **LCCI BUSINESS ADVICE SURGERY** - If you are looking for business advice with the personal touch then simply drop into our online Business Advice Surgery to gain free expert advice. The LCCI Business Advice Surgery gives you access to information, resources and tailored answers to your questions on any key issues affecting your business. Whether you need help with legal issues, sourcing funding and grants, marketing campaigns or a second opinion on your HR procedures, our business doctors are waiting to help
- **ENTERPRISE EUROPE NETWORK** - Our team of experts will assist you with any questions concerning business in Europe, including EU legislation and standards, loans and grants and finding you business partners worldwide

### MEMBER DISCOUNTS

- **BUSINESS BANKING** – Working alongside RBS, we can offer you financial solutions and services tailored to your needs to save you time and money. Gain access to free business banking for twelve months, credit card processing services, invoice and asset finance

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- **CHAMBER OFFICE SEARCH** – Whether you are thinking of relocating your business, now or in the future, access the largest office space database in the UK through the London Chamber
- **DISCOUNTED MAILING LISTS** – Make sure you and your business are targeting the right companies and managing your marketing campaigns with the help of our partner, Intelligent Data Services. Build your sales database via the Members' Zone where you can search, compile and buy all mailing lists at a 20% discount
- **ENVIRONMENTAL SUPPORT** - A range of online resources helping you tackle everything from recycling to waste management, complete with a telephone advice line so you can talk through your concerns
- **HEALTH CASH PLAN** – If the thought of a private medical insurance scheme for your employees sends you and your profit margins into a spin; our Health Cash Plan could be just what you're looking for
- **TRANSLATION SERVICE** - A professional and cost-effective service where work is carried out by highly skilled experts providing translation of over 100 different languages from Arabic or Bulgarian to Yiddish or Zulu

### MEMBERS' LOUNGE

Whether you are meeting a potential client, entertaining or meeting with colleagues we have everything you need at our members' lounge. Simply come in and use our venue free of charge. Take advantage of some of these great facilities:

- BT open zone wireless internet connectivity for your laptop or PDA
- Plasma screen showing breaking news
- Ground floor location
- Formal and informal seating
- Open from 8.30am to 5.30pm Monday to Friday
- Refreshments available from 9.30am to 4.30pm

### JOINING THE CHAMBER

Simply complete the application form attaching payment and send to Croydon Chamber of Commerce, The Lansdowne Building, 2 Lansdowne Road, Croydon, Surrey, CR9 2ER.

Or why not visit [www.croydonchamber.org.uk](http://www.croydonchamber.org.uk) and join online. For further details on Croydon Chamber of Commerce contact our Membership team on **+44 (0)20 8263 2349**.



## PREMIER PLUS MEMBERSHIP



Why not become a Premier Plus member of the London Chamber of Commerce? As a Premier Plus member you will have access to every benefit offered by the London Chamber network. With over 2,500 Premier Plus members from across London, your business will have every chance to grow.

### EVENTS WITH THE LONDON CHAMBER OF COMMERCE

Access over 100 events throughout the year, offering you and your business the chance to grow and succeed. From events such as our Meet the Buyer offering you the chance to work with some of London's largest companies to our Business Development Club. With key networking events such as our flagship event Changing Places, you have every chance to grow your business – with the Chamber.

Our sector specific events offer a targeted approach to ensure you meet the right businesses at the right time.

- **DEFENCE & SECURITY GROUP** – Keep up-to-date on the current issues surrounding the defence and security industries at our Defence and Security events. With regular briefings, networking events and updates, your business will have access to one of the largest sectors in our network
- **WOMEN IN BUSINESS** – Our Women in Business lunches aim to create a club-like setting, in which members can network, discuss current business issues and learn from the experiences of successful businesses women. With keynote speakers from the world of business, understand how they achieved their successes, the barriers they faced and what support they needed to reach their goals
- **PROPERTY & CONSTRUCTION** – A vital part of the London Chamber of Commerce network, the Property & Construction group is key to the development of the London economy. With a full compliment of networking events, including a series of breakfast briefings and our annual Property and Construction dinner

### ADDITIONAL PREMIER PLUS SERVICES

**EXPORT DOCUMENTATION** – The Chamber is leading the way in offering businesses the chance to succeed internationally. The Chamber will assist you and your business in providing you with all the documentation you need to export your goods and services.

With a dedicated team of British Chamber approved documentation officers who can provide you with EUR1 movement certificates, Certificates of origin Arab and EC and ATA carnets. You can access the relevant documentation online or at our offices in central London, and as a Chamber member receive substantial discounts.

**BUSINESSCARE** – Our new HR and Legal Advice solution, could save you thousands of pounds on legal fees. It offers lots more than simple HR and Employment Law advice. You can create over 120 online documents in a broad range of areas including Employment, Health & Safety, Debt Recovery, Property, IP and Employee Health Management.

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**CONFERENCE FACILITIES** – Take advantage of our modern conference facilities in the heart of London. With a dedicated support team, adaptable rooms to accommodate 2-200 people plus, inhouse catering and WiFi access you and your guests will be looked after as soon as you have made your booking. With competitive rates, we have all you need and more.

### WHERE CAN I GET FURTHER INFORMATION?

Visit our website [www.londonchamber.co.uk](http://www.londonchamber.co.uk) for full details of membership, our current activities, events and the services we offer to see how your business can benefit.

Or call our Membership Sales team on **+44 (0)20 7203 1881** for a one-to-one discussion on how the Chamber can make a real difference to the growth of your business.

### WHAT TO DO NEXT

To find out more about Premier Plus membership visit [www.londonchamber.co.uk](http://www.londonchamber.co.uk) or call our team on **+44 (0)20 7203 1881**.



## JOINING CROYDON CHAMBER OF COMMERCE



Joining the Chamber has never been simpler. To be a member of Croydon Chamber of Commerce, your business must be located in the following postcodes: **BR2, BR3, BR4, CR0, CR2, CR3, CR4, CR5, CR6, CR7, CR8, CR9, TN16, SE19, SE20, SE25, SM2, SM3, SM4, SM6, SM7, SW16.**

### STEP ONE – SUBSCRIPTION FEE

How many full-time employees does your business have? Check this against the membership subscription to determine the level of membership subscription required to join membership.

### STEP TWO – DIRECT DEBIT DISCOUNT (optional)

By completing the Direct Debit form (see overleaf), you will be entitled to a **5% discount** on your first year's subscription fee – saving you money instantly!

**N.B. If you complete the Direct Debit form to receive this discount, your first year's membership subscription is still required. This can be paid by credit/debit card, BACS or cheque. Subsequent years' membership will automatically be taken using the Direct Debit.**

### Not only that, by setting up a Direct Debit...

Should your company renew its membership with the Chamber, in the second year you will also receive a **5% discount** on your membership subscription.

Members that renew their membership with the Chamber in the third year will receive a **7.5% discount** on their membership subscription.

And, if you renew your membership for a fourth year running and in any additional year, you will automatically receive **10% discount** on your membership subscription.

To be eligible for the above discounts, **you must complete the Direct Debit form**, overleaf.

Our Direct Debit discount is optional. Please see the membership subscriptions full rate details, also overleaf.

### STEP THREE – COMPLETE THE APPLICATION FORM

Take time to complete the enclosed application form ensuring that all details are completed in block capitals. Please ensure you complete each and every section, to ensure a smooth welcome to membership.

### STEP FOUR – PAYMENT

Once all details have been completed, please send through your application form with payment details (**credit/debit card, BACS or cheque**). All cheques must be made payable to London Chamber of Commerce.

Please send your application form, Direct Debit form (optional) and payment to Croydon Chamber of Commerce, The Lansdowne Building, 2 Lansdowne Road, Croydon, Surrey, CR9 2ER.

### JOINING ONLINE

You may also join online. Simply visit [www.croydonchamber.org.uk](http://www.croydonchamber.org.uk), complete the online application form with credit/debit card details and we will do the rest. Please note that the Direct Debit discount is not available with online membership.

### WHERE CAN I GET FURTHER INFORMATION?

Visit our website [www.croydonchamber.org.uk](http://www.croydonchamber.org.uk) for full details on the membership, our current activities and events and the services we offer to see how your business can benefit.

Or call our Membership team on **+44(0) 208 263 2349** for a one-to-one discussion on how the Chamber can make a real difference to the growth of your business.

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## APPLICATION FORM

We hereby apply for membership of Croydon Chamber of Commerce and agree to be bound by the Memorandum and Articles of Association of the London Chamber of Commerce and Industry. Please complete this form in BLOCK CAPITALS using a ballpoint pen.



### ABOUT YOUR COMPANY

company name \_\_\_\_\_

known as (if different from above) \_\_\_\_\_

address \_\_\_\_\_

city \_\_\_\_\_ county \_\_\_\_\_ postcode \_\_\_\_\_

telephone \_\_\_\_\_ fax \_\_\_\_\_

company email \_\_\_\_\_ website \_\_\_\_\_

description of business (products, services etc.) \_\_\_\_\_

business sector \_\_\_\_\_ number of personnel (based on full-time employees) \_\_\_\_\_

how did you hear about Croydon Chamber of Commerce? \_\_\_\_\_

### YOUR DETAILS – principal contact

title (Mr/Mrs/Miss/Ms/Other) \_\_\_\_\_ first name \_\_\_\_\_ surname \_\_\_\_\_

job title \_\_\_\_\_

telephone \_\_\_\_\_ fax \_\_\_\_\_

email \_\_\_\_\_

### PRIVACY AND DATA PROTECTION – personal data/principal contact

We are committed to protecting your privacy and will only use the information we collect about you in accordance with the reasons stated when we collect the information. The information supplied by you will be held on a database by London Chamber of Commerce and used to inform you of member benefits and events, survey your views and manage your membership.

**Unless you put a cross in the box(es) provided:**

- |                                     |                                                                                                                                    |                          |
|-------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|--------------------------|
| your company data will be:          | Displayed on the searchable on-line database on the Members' Zone of the Croydon Chamber of Commerce website                       | <input type="checkbox"/> |
|                                     | Printed in the hard-copy London Chamber of Commerce members' directory                                                             | <input type="checkbox"/> |
| you will receive:                   | A copy of the Croydon Chamber Newslink                                                                                             | <input type="checkbox"/> |
|                                     | A copy of the London Business Matters magazine                                                                                     | <input type="checkbox"/> |
|                                     | A copy of the monthly eLondon Newsletter by email                                                                                  | <input type="checkbox"/> |
| your personal data will be used to: | Provide you with details of member benefits including events offered by Croydon Chamber of Commerce and London Chamber of Commerce | <input type="checkbox"/> |
|                                     | Inform you of offers we have negotiated with third parties to support your business or save your business money                    | <input type="checkbox"/> |

Please indicate with a cross in the box if you do not wish to receive information by any of the following media:

Telephone  Fax  Email  Mail

Please note that by opting out of any communication channels you may miss out on events, information, discounts, exclusive offers and opportunities to voice your views, all of which are benefits of your membership.

