

Your Impact! Networking Like A Pro – BNI Networking Conference Ireland 2010 To mark the 25th Anniversary of BNI

Audra and Annemieke from Your Impact! were kindly invited to the Dublin BNI Conference this year by Mary Eastwood of Albrite Training in Dublin, Ireland. The event was at a very grand location, Clontarf Castle Hotel and was full of history and excited delegates! Naturally, as the great Dr. Ivan Misner - founder and chairman of BNI - was the key note speaker and he hadn't been to Ireland in over 10 years, this was a very exceptional occasion!

Ivan's speeches and question time sessions were loaded with anecdotal evidence and details of his life, his vision and goals, and how he personally came to be where he is today. Full of hilarity and presence, he received several standing ovations and thoroughly rejuvenated the audience.

The speakers covered interesting subjects such as:

- **Increasing referrals in your business** - 'Givers Gain', (BNI) the power of giving before expecting anything back and how it comes back to you in time anyway!
- **Grow your network for greater profit**
- **Being thankful for connections made**.....when you end up in an amazing place or situation, think back to who made it possible and call them, thank them and enjoy the moment! Good mantra for sure!
- **Network with like minded professionals**

Tip! We spent time running around the room in 30 seconds getting as many useful contacts as possible, This session helped us to refine our key messages when networking and not to just collect as many cards as possible, but make sure if you have a true and relevant connection with someone then take the card, if you don't, move on!

Your Impact! work in partnership with The Referral Institute to bring you excellent networking skills and so, to talk more about how to network your team and business, call us or click here for a typical outline.

In true BNI fashion, everyone made us welcome and introductions were made abound! The Referral Institute's main lady, Jill Green made a formal introduction between Dr. Ivan Misner and Your Impact! We presented Ivan with a copy of *Blondes in Business* as we mention BNI, Dr. Misner and the 'Givers Gain' slogan a lot in the book as it has helped Your Impact! grow locally and nationally through the power of professional and structured networking; and giving! Ivan graciously accepted our gift and is now advertising the book on his success.net website.

Conferences are a great way to meet like-minded and inspiring individuals and we made lots of new contacts and will be revisiting Ireland in July for a television interview with David Harvey of the Irish City Channel and 4FM radio show. We hope to be interviewed on the 22nd and 23rd of July and will let you know the airing time if you are following us on Facebook, watch this space!

During our time at the conference Your Impact! were called upon for our expertise and you can see the 3 podcast interviews we gave to various companies at the event on [U Tube right now!!](#)

Our huge thanks go to Pat Guiden (Referral Institute) for his introduction to Mary Eastwood, Albrite Training and to Sarah Owen of The Referral Institute for the advice and support relating to this fabulous event.



L- R: Annemieke Hartman-Jemmet (Your Impact!), Mary Eastwood (Albrite Training), Audra Lagoon (Your Impact!).
Photo courtesy of Ciara Horan www.ciarahoran.com