

## The 'Power' of Networking by Gill Main, Network North East Vice Chair

Having been a member of Network North East for over 6 years, and as current Vice Chair, I have often heard the question "Why Network Northeast? What really is the benefit?"

As a member, I thought I would give to you my own reasons and benefits for being part of our Network, and why I will be signing up for another year of the same!

- 1 As a happy, freelance business coach, trainer, and complimentary therapist – I also have the need to 'belong' to teams and groups – network gives me a sense of belonging.
- 2 I really enjoy mixing with like minded individuals from different occupational areas who simply strive to be the best of ourselves and want to continuously grow and develop and be even better – also to support each other in growth both personally and professionally.
- 3 Network North East monthly activities include developing our business acumen as well as our body, mind and spirit – a truly holistic approach addressing the 'whole person', and where we share and tap into each others areas of expertise, sometimes paid for.... often for free
- 4 We make friends, have fun, and enjoy social events such as going to see Mamma Mia at the Metro Radio Arena in Newcastle this month having had a lovely meal with Network friends before we go to celebrate Christmas.

£100 Network fee for accessing all of the above I consider to be a sound investment in my ongoing development. And of course I'll only pay £90 because I intend to renew before 31<sup>st</sup> January.

On top of all the wonderful things I've already mentioned, I'd also like to share with you what happened when I attended one of our National Network events (national being unique to our own Network) in the lovely area of Loch Lomond in Scotland, one of my favourite places that I take any opportunity to return to. A chance meeting with a potential member led me to a new client and so many contacts and opportunities I cannot possibly tell you all about here (only because I simply don't have the space!)

In 2009, that client has provided **£19,000.00** worth of business for me with a further **£7,000.00** booked for my first quarter in 2010.

For those looking at Return On Investment, £100 fee amply reimbursed!

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