

**11.00** Log on to Zoom and after a quick chat you'll be put in a breakout room with a few other people to network before the seminar.

**11.15** Back in the main event room again, I welcome everyone, remind members and visitors of the ethos of BNSH and offer some networking tips.

**11.20** It's time for the seminar and Q&A session. This is educational, not a sales pitch; a great opportunity to learn from other members and for presenters to showcase their knowledge and expertise.

**11.50** Networking continues at virtual "tables" of 6 or 7 people in breakout rooms. These table plans are prepared and shared in advance, and I ensure that you'll be placed strategically.

Your breakout room host will facilitate this part of the event and keep things running smoothly. Everyone in the room will be invited in turn to take 2 or 3 minutes to talk about their business and the opportunities and contacts they're looking for. It's wise to think about what you'd like to say in advance.

BNSH room hosts ensure that your breakout room networking time is effectively managed, so everyone gets a chance to speak.

There's always time at the end of this session for a more general conversation.

According to members and visitors this is where the networking magic happens!

**12.40** Announcements, information on the next seminar.

**12.45** The event ends promptly so you can get on with your day.

We recommend that members and visitors arrange 1:1s to get to know each other better outside the group.