

SAPCC hosts Speed Networking Event in collaboration with Standard Bank

By Alice da Silva

On Thursday 21 February, at the Royal Johannesburg and Kensington Golf Club, Johannesburg, the South African Portuguese Chamber of Commerce (SAPCC) hosted a Speed Networking Event in collaboration with Standard Bank.

This annual event on the SAPCC events' calendar is always a firm favourite amongst our members where participants get to directly network and promote their businesses at speed.

Tony de Gouveia welcomed approximately 75 participants everyone on behalf of the Portuguese Chamber and introduced his co-facilitator Mark Peters. Tony de Gouveia kicked off the event by reminding the participants that business networking is about relationships and 'planting seeds'.

Mark Peters gave some valuable tips and guidelines on networking and how to get the best out of the event. Mark Peters then asked everyone in the room to introduce themselves in a sentence.

MARK PETER'S 7 KEY POINTS:

- 1 30% of your client will leave your business in 2019 – where will you get your new clients from?
- 2 The success of your networking efforts will be based on 2 key words – Trust and Reciprocity
- 3 Networking is like Golf – it's the follow through that counts.
- 4 Do not talk about yourself – rather discuss what value you can add to the clients business
- 5 Make 10 new contacts a month
- 6 Your elevator speech is really important.
- 7 And don't confuse motion with progress

The format of the event was fast paced and structured to allow participants to interact with each other for 5 minutes on a rotation basis. This was tightly controlled by Tony and his bell. The event was fun, exciting and an effective way to make a lot of initial connections in a very different environment from the standard business networking meetings. Participants got to meet approximately 8 new business contacts and obtain contact details for all other participants.

After three initial rounds of 5 minutes each, Mark Peters paused for feedback, with some guidance on how to present and hone your introduction and how to best present yourself effectively, including the question of who goes first. "The advantage of allowing the other person to go first lies in being able to tailor your response to what they say and how you can position your offering to suit their potential needs," he said. He stressed the importance of following up the initial introduction with a phone call and request to meet up.

After seven rounds, there was another pause for participants to provide feedback on their experiences.

Sofia Pone and Zita Duarte, both SAPOC directors then presented certificates to new members. Participants subsequently received a full list of participants to allow them to follow up the network session.

Thank you our co-hosts and sponsor Standard Bank. Thank you to all the participants. Thank you to Tony de Gouveia, Mark Peters and our photographer Nuno Simoes. Thank you to O Seculo for covering the event and for their continuous support.

Participants' Feedback:

"The Speed Networking Event is always one of the most popular on the SAPCC Calendar. It is one of the purely networking events which the SAPOC hosts. The "speed" element of the Event really makes it fun, forcing you to polish your elevator speech and introduce yourself and your business succinctly. I am impressed with this year's range of businesses across various sectors. It is also great to see a majority of new participants together with other members who attend annually."

Rui Marfo (SAPCC Director)



Standard Bank

"The Speed Networking Event was a resounding success. I managed to network with eight people and have various exciting leads which I intend following up. There are definite business opportunities that flow from this Event".

Zita Duarte (360Link)

"I enjoyed it thoroughly. It's my third networking event and it's always awesome to know that you're coming to a networking event and you're going to speak to people that you haven't spoken to before."

David de Oliveira, (Small Biz Empire)

"I thought the event was very good and successful. It was good to meet new people and I believe it's an awesome way to start building up a network as well. I am very happy I attended and will be back for the next one."

Nola Rae (Accountis SA)

"I love the South African Portuguese Chamber of Commerce. I've been here from the beginning and I've seen it grow tremendously. Actually I was just commenting today that eventually I don't think it should be called South African Portuguese Chamber of Commerce. It should be called South African and International Metropolitan South African Chamber of Commerce, because there is such a variety of people, and it's so positive. In such a small space, I find a lot of skills, a lot of powerful people. I feel that I can benefit from every single card and every single person."

Dulce Marques (Solver Sales and Rental)

"I'm actually from Pretoria, and it's my first time attending this. I've now become a member and am looking forward to the next meetings. Certainly the first time that I'm here, I'm very impressed. It's been very informative. I'm going to walk out of here where I believe I'm going to be contacting a few people and I do see business coming out of it, and I will also be using whatever they have to offer."

Manny Momeira (Prestige Printers)

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