

Focus on The Lamberhurst Network

working together for mutual benefit



Looking for ways to build your Independent Consulting business?

- to increase your fee income?
- to introduce new solutions to your clients?
- to acquire new clients cost effectively?
- to access potentially lucrative public and private sector contracts?

By becoming a member of the Lamberhurst Network you immediately get access to:

- **Business Development Groups**
 - industry aligned sales teams focussed on winning new business
- **Practice Groups**
 - workshops for the development of new solutions and generation of new ideas
 - pre developed methodologies e.g. business audit, import/export and coaching
- **Public Sector Framework Agreements**
 - multi year contracts available to all Members of the Network
 - ongoing public sector tendering work for the benefit of all Members
- **The Network Target Account List**
 - target accounts in the mid range corporate and public sectors
 - data bases for personal marketing programmes
- **The Consultants Toolkit**
 - marketing material: sales presentations, 'Focus' articles
 - direct mail: standard letters, press releases
 - client contracts: professionally written terms and conditions
- **A trusted Network**
 - like minded colleagues
 - a range of skills that can meet most of your clients business needs
 - member profiles and case studies to present to your contacts
 - existing clients and references
- **Central Services**
 - skills training and personal development
 - company formation, business planning and professional indemnity advice
 - telemarketing/appointment making services

"The Lamberhurst Corporation Consultancy Network is an integrated network of independent consultants with hands on business experience. It is a preferred supplier of practical, proven and cost effective consultancy services to mid sized corporate and public sector clients. Lamberhurst clients recognise the value of working with a trusted network of knowledgeable business people. Lamberhurst consultants are proactive in assisting the development of new opportunities for each other"

The Lamberhurst Vision Statement

Maximise the potential of your consultancy business through networking:

- gain additional credibility and resilience to win larger contracts
- access trusted skills to introduce new solutions to existing clients
- work with like minded professionals to develop new services
- use interest groups to develop new skills
- gain immediate access to public and private sector framework agreements
- cost effectively gain access to a wider client base
- access developed marketing collateral and client references
- receive reciprocal business from your network colleagues
- earn additional income through business referral commissions
- increase your business contacts
- provision of client contact details, leads and appointment services

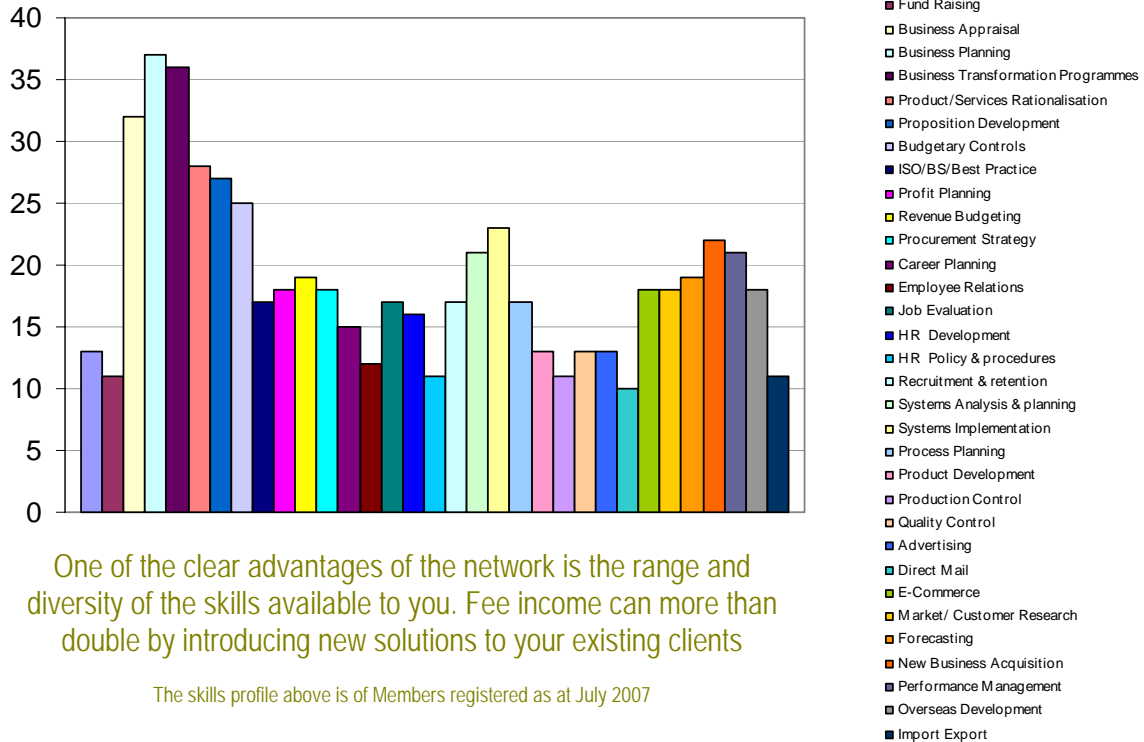
The Lamberhurst Corporation Consultancy Network

We are a network of Independent Consultants most of whom have held senior or executive positions in medium to large corporate organisations or the public sector. Like most successful organisations we are inspired by a common vision.

At the heart of our vision is the development of new opportunity – **working together for mutual benefit.**

The Lamberhurst Corporation was established in 1999. We understand the aspirations, limitations and issues associated with running a small consultancy practise. We have successfully grown a network operation that delivers value to its members.

Our Consultants play a full and active part in the development of the business and what we offer today is as a consequence of working together as a team.



"I have received four contracts in the past twelve months and now represent one Strategic Health Authority on a number of Department of Health projects, building a long term position for both myself and other Members of the Network. Lamberhurst gives consultants the opportunity to punch beyond their weight. It certainly isn't a simple and guaranteed route to unlimited contracts; but what it does offer is a framework in which your own efforts can be much more effective."

Neil Robinson, Lamberhurst Network Member

"One-man independent consultants can expect to secure individual projects with values typically ranging from a few thousand to a few tens of thousands of pounds – anything from a few days' to a few months' work. As a result of having access to the skills available in the Lamberhurst network, I was able to put together a team of consultants to secure a challenging and exciting £250,000+ opportunity. Network membership has transformed my outlook and aspirations for my business."

Jim Baggott, Lamberhurst Network Member

To progress further please send your details via our Web page www.lamberhurst.com/recruit

"Our ambition is simple – to be the preferred provider of consultancy services to the clients we serve. Lamberhurst consultants have a wide range of specialist skills and many decades of direct experience enabling Lamberhurst to provide a comprehensive consultancy service that delivers practical and measurable solutions for all types of business issues. Our business is our people."

The Lamberhurst Corporation