



FS Club



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News Events Partnerships

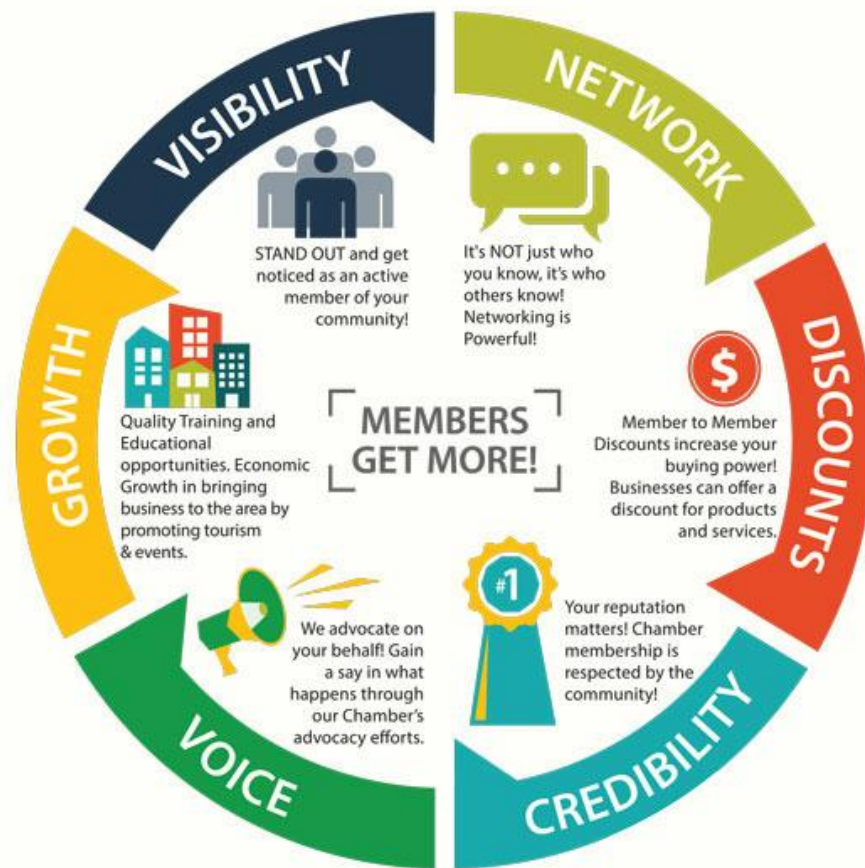
What Should You 'Outsource' To Your Chamber(s) Of Commerce Of Choice?

Webinar

Friday 16 October 2020

WHY JOIN THE CHAMBER?

Let us help your business!





A Word From Today's Chairman



**Professor Michael
Mainelli**

Executive Chairman

Z/Yen Group

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Agenda



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- | | |
|---------------|---|
| 11:00 – 11:05 | Chairman's Introduction |
| 11:05 – 11:20 | Chamber Introductions: <ul style="list-style-type: none">- Sharon Constancon- Nigel Bacon- Richard Burge- Dr Adam Marshall |
| 11:20 – 11:30 | Panel Discussion |
| 11:30 – 11:45 | Questions & Answers |



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What Should You 'Outsource' To Your Chamber(s) Of Commerce Of Choice?



Sharon Constançon

Chairman of the South
African Chamber of
Commerce (London)

Chairman of the Council
of Foreign Chambers of
Commerce in the UK



Nigel Bacon

Chief Executive
Canada-UK Chamber
of Commerce



Council of Foreign Chambers of Commerce in the UK (CFCC)

The Financial Services Club
16 October 2020

Represented by

Sharon Constançon
South African Chamber of Commerce
CFCC Chairman

Nigel Bacon
Canada-UK Chamber of Commerce
CFCC Director



CFCC

Background: Bilateral Chambers in the UK

- 40+ Chambers
- Some for 100 years+
- Range: 50 - 700 corporate & individual members
- Canada-UK: 300+ South Africa-UK: 150+
- Most based in London
- Some have UK regional & CI Chapters

Working together – with common needs – benefiting our members



Lively event programmes



We might be in lockdown now – but we are about “people” creating solutions



New engagement since COVID - Webinars

Restart, Rebuild, Renew: The impact of Covid-19 on UK businesses and trade - and what comes next

Dr Adam Marshall, DG of the British Chamber of Commerce
14:00, Tues, July 28th



Partake in quality engagements globally across the Chambers



Business, Trade, Financial, Recognition, Regional, Social ...

How South Africa Can Win from Brexit
10:00am UK, 11:00am ZA
Tuesday, 22nd September 2020

HE Nigel Casey,
British High Commissioner
to South Africa

Sean Jordan-Kirwan,
Dept. for International Trade,
South Africa Country Director

SOUTH AFRICAN
CHAMBER OF COMMERCE

How COVID-19 put the spotlight on the Global Business Services Sector in South Africa
16:00 Wednesday, 23rd September 2020

Andy Searle, CEO BPESA

SOUTH AFRICAN
CHAMBER OF COMMERCE

Spirit of Ubuntu
Commendation

SOUTH AFRICAN
CHAMBER OF COMMERCE

EAST OF ENGLAND CHAPTER
SOUTH AFRICAN
CHAMBER OF COMMERCE

Learning, sharing, belonging – always relevant to you



Why Join a bilateral chamber in the UK?

- Increased business branding visibility
- Referrals & introductions
- Speaking & business platform
- Quality of speakers (business leaders, politicians etc)
- Networking opportunities
- Advertising opportunities
- Information (seminars/workshops and other events)
- Discounts & special offers
- Advocacy on behalf of business to government
- Other business services e.g. certification



It is about being part of a common community of direct relevance



Benefits you can expect

- Assistance
 - Guidance
 - Representation
 - Participation
 - Speaking
 - Sponsorship
 - Contributing
- referrals / introductions
on international markets
to governments
forums / committees / Boards
events
events / publications / e-shots
publications

Finding people, solutions & deals - easily



Business support services:

- Match-making (UK / abroad)
- Agent searches (UK / abroad)
- Missions (inward &/or outbound)
- Market entry reports
- Soft-landing advice (UK / abroad)
- Expansion advice (franchising, joint ventures etc)
- Sourcing finance (eg from VCs & angels)

Reaching your market in a cost-effective manner





Business support services *cont.*

Sales meetings

Legal / tax

Translation

Office & meeting facilities

Trade Fairs -where /when / stand design

Certification services

HR

Mentoring



Your business's right-hand service – simply ask...



Contact details:

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DIRECTOR: CFCC

Sharon Constançon

Chairman: South African Chamber of Commerce

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CHAIRMAN: CFCC

Thank You



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What Should You 'Outsource' To Your Chamber(s) Of Commerce Of Choice?



Richard Burge

Chief Executive

London Chamber of
Commerce and
Industry

The Chamber was established on 25 July 1881 at Mansion House in the City of London with 130 members. A number of these firms or their successors still play a role in London Chamber today.

Our Purpose

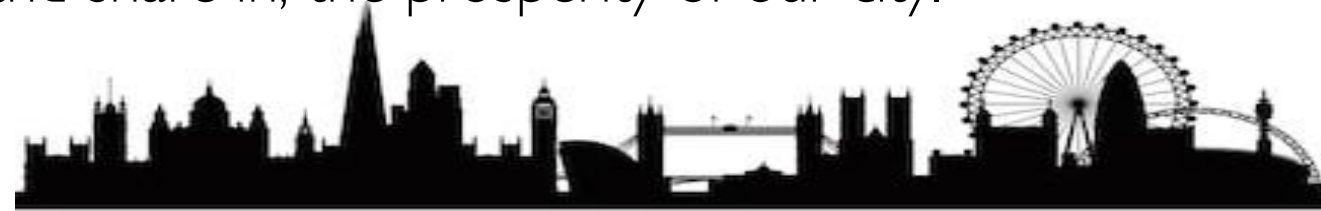
- Voice of London business and the premier sounding-board for engagement with businesses in the capital.
- We are the capital's largest independent business network and we enable businesses to work together in order to prosper individually and contribute to the collaborative economy of London, and ultimately to that of the UK.
- We help to create and maintain London's position as the world's most dynamic, connected, equitable and sustainable city in which to work, live, and visit.
- We promote and support London not just as a large full-spectrum economy and as capital of the UK, but as a global city responsible for the defence of free and fair trade and the promotion of peace.



Our Values

Our values are held by the LCCI as an organisation and by our members and staff, collectively and individually.

- **Integrity** – our work must be held to the highest standards of probity and honesty
- **Objectivity** – our views and policies are based on transparent, verifiable, and accessible evidence gathered and analysed in accordance with best practice
- **Accountability** – we take responsibility for our actions and our words
- **Trust** – we treat colleagues and business partners with the respect they deserve
- **Openness** – we are transparent about our decisions, intentions, and processes
- **Collaborative** – we promote our values through the collaborative economic endeavour of the LCCI community
- **Diversity and inclusion** – we work to create positive opportunities to give Londoners an equitable opportunity to contribute to, and share in, the prosperity of our city.





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What Should You 'Outsource' To Your Chamber(s) Of Commerce Of Choice?



Dr Adam Marshall

Director General

British Chambers of
Commerce (BCC)



Understanding the **BRITISH CHAMBERS OF COMMERCE**

WHO WE ARE

British Chambers of Commerce represents and campaigns for business.

We are owned by, and work for, a network of Chambers of Commerce that champion and support our members across the UK and in countries and markets around the world.

Our unique perspective gives us unparalleled insight into British business communities.

We are the only business group with members of every size, from every sector, in both every region of the UK and globally.

Working together with Chambers, we drive change from the ground up, helping companies, places and people achieve their potential.

OUR REACH AND IMPACT

53

Chambers of Commerce in UK

63

members of our growing international business network

68,000+

membership base

72,000+

social media following

1,677

broadcast appearances and mentions in 2019

55+

events in 2019

667,000

trade documents issued by Chambers of Commerce in 2019

£20bn+

of trade facilitated by the network in 2019

6 million

employees – representing every sector, size and location in the UK

THE REACH OF THE BCC NETWORK

UK CHAMBER NETWORK

53

Accredited
Chambers in
the UK

6m

Employees
represented by our
members



INTERNATIONAL CHAMBER NETWORK

100+

Chambers by 2023

63

Chambers
Worldwide





PANEL DISCUSSION

- How chamber of commerce services differ from government, academic, or other commercial advice
- What functions can be 'outsourced' to a chamber of commerce
- In a world where trade is becoming 'weaponised'...

QUESTIONS & DISCUSSION, ANSWERS?



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THANK YOU FOR WATCHING

Forthcoming Webinars

- Tuesday 20 October (16:00) [Uncovering Opportunities: How Finance Executives Can Use Machine Learning To Gain A Leading Edge](#)
- Wednesday 21 October (08:30) [Technology Co-operation Between China And UK](#)
- Wednesday 21 October (12:00) [Employee Share Schemes: Innovative Communication Strategies Guaranteed To Increase Employee Take-Up](#)
- Thursday 22 October (11:00) [Nature Smart Cities: Innovative Financial Mechanisms To Support Local Authorities With Urban Greening](#)

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