

FANTASTIC AWARD WINNERS

REIGATE'S NELLY IS ENTREPRENEUR OF THE YEAR



XTREME SUCCESS: Graeme Duncan, Xtreme's Director with TV political commentator John Sergeant (left) receives his national award from Andrew McGregor of BT Business.

Life just goes on getting better for Aberdeen Alpha Chapter's Graeme Duncan, whose Xtreme Business Solutions company was recently named as the UK's 'Most Promising New Business' at the British Chambers of Commerce Awards.

Not yet two years old, Xtreme won

ALPHA MAN WINS PREMIER AWARD

Grampian Enterprise North East's 'Young Business of the Year' award last summer, and the company's expertise in the design and installation of cabling, fibre optic and network hardware products, has seen dramatic expansion with new branches in Dunfermline, Glasgow and Warsaw.

In its first year, Xtreme secured contracts worth £200,000, much of it coming from BNI referrals and Graeme said: "I'm extremely proud of what we have achieved, not least with the help of my BNI colleagues." •



For the second year running, a member of Lancashire's Atlas Chapter has received a top industry award – and BNI takes much of the credit.

Ed Mawdsley, managing director of Boo Mortgages received the runner-up award in "What Mortgage" magazine's 'Advisor of

HOORAY – IT'S BOO AGAIN!

the Year' category, and he is in no doubt BNI's influence on his business has helped him become an award winner.

"Through our membership we've learned the importance of word-of-mouth marketing, and how a reputation can grow. We've had many referrals from colleagues and worked hard to apply BNI's code of ethics. This award is proof we are succeeding." •

Contact Ed Mawdsley on 01704 500727



Think of the removals industry, says Rod Seeland of Stockport Hatters Chapter, and most people picture dusty old men in brown overalls, or brawny youths muttering as they break another item.

MOVING FEAST FOR HATTERS' MEMBER?

However, such impressions have no place in Rod's company, BCL, which has scooped the industry's Oscar as 'Commercial Mover of the Year' and is forging a new image for the business – partly thanks to BNI.

Rod said: "I've been so impressed by the pro-active attitude of members that it has created a new way of thinking in BCL. BNI's ethos has become a strong part of our development, helping us focus on ways to improve our customer care and service." •

Contact Rod on 0161 888 3398.



When a gathering of London's brightest female entrepreneurs raised a glass of champagne to their business success at a London awards event, it was Reigate Chapter's Nelly Berova who had most reason to celebrate.

As director and founder of Croydon design company Art Division, Nelly beat 120 other entrants to take home the prestigious award for Entrepreneur of the Year in the recent 'Her Business Project' Awards.

At her next chapter meeting, Nelly was eager to share her success with colleagues. She told them: "BNI is the best place to be when you're setting up a business. There's no doubt that if we hadn't joined, our company would not be here today. When we started we did not know where to go for support or potential clients, but someone mentioned BNI and we haven't looked back. Around 40% of my business comes through BNI referrals." •

Contact Nelly on 0870 710 7691.