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BNI Berkshire, Gloucestershire & Wiltshire

Testimonial for BNI from Rob Morris Travel Counsellors

Dear BNI,

In my wisdom, I decided to start my own travel business in the midst of a Global Pandemic; an industry landscape like no other I had experienced in my 20+ years as a travel professional.

Many thought me to be mad; many saw the opportunity I saw to take time without sales pressure, (as the world was closed) to set the foundations for a business that I believed would be successful in the future with the backing of the Travel Counsellors model.

BNI was mentioned during the Travel Counsellors onboarding process as a great way to grow a business, so when a fellow football coach invited me to a meeting I was intrigued to learn more. The zoom meetings; as they were at the time, were enjoyable and I could quickly see the value of becoming part of the group.

I have three big thank you's to BNI.

Firstly, thank you for introducing me to so many enthusiastic, kind and generous business people. This network of comradery and support made looking beyond the now a lot easier in those early days and continues to better both myself and my business.

Secondly, thank you for awarding me a grant to cover first 12 months of BNI membership. This opportunity allowed me to grow my business with one less bill to worry about at a very testing time. Any new business owner should 100% look out for future opportunities like this.

Lastly and by no means least, during the first 2 year of my business, I secured almost £150K of gross sales from BNI referrals, including introductions to some of my best customers. A revenue stream I simply could not have done without.

Thank you BNI!

Rob

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