

# START UP BROMLEY

Business support for aspiring  
and early stage entrepreneurs



[Discover more](#)

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## WINTER SHOWCASE

Start Up Bromley is holding a Winter Showcase, and we would be delighted if you were able to attend.

The event will take place on **Thursday 9 December** on the **Fourth Floor of Bromley Central Library (BR1 1EX)** and run from **11am – 4.30pm**

We have a fantastic range of Businesses in the Start Up Bromley programme and excited to give them the opportunity to showcase and network with other Businesses and Bromley residents.

# STARTUP BROMLEY WINTER SHOWCASE!

Come along and meet Start Up Bromley members whilst exploring the fantastic range of products and services provided by Bromley businesses

**Thursday 9 December**

**11am - 4:30pm**

**Fourth Floor, Bromley Central Library**

Please note Start Up Bromley only provide a space for businesses to showcase their products/services. Start Up Bromley does not give recommendations of services you should use, that is solely your choice.  
All businesses on showcase are independently owned and operated, Start Up Bromley does not guarantee any services/products provided by the showcasing businesses and cannot be held liable for claims or damages arising from services rendered or from agreements between yourself and business



'GILL' and 'Better' are registered trademarks and trading names of GLL (Greenwich Leisure Limited), a charitable social enterprise and registered charity under the co-operative & Community Benefit & Societies Act 2014 registration no. 22763R. Registered office: Middlegate House, The Royal Arsenal, London SE18 6SX. Inland Revenue Charity no. 1043398

## Wednesday 27 October: FUNDING FOR BUSINESSES



Start Up Bromley members were present for an informative business talk given by Gary Parker of [CNT Associates](#) in the Orpington Library Business Lounge. Gary covered the many resources available for businesses to receive funding. Start Up Bromley also acquired some of the CNT Associates funding booklets that are available at our Start Up Bromley business lounges for use within their respective libraries. The Start Up Bromley team is also delighted to announce that the Bid Writing workshop many of the members present asked for will be taking place in January. Additionally, Gary Parker will be one of the coaches that you will be entitled to sessions with in the upcoming Targeted Support Coaching Programme.

## Thursday 4 November: CONTENT CREATION MASTERCLASS

Taking place in our Workshop Room at Bromley Central Library Start Up Bromley Members welcomed Jem of [Jem Bahajjoub Consulting](#) to hold a Content Creation Masterclass. Through examples, explanations and group activities were members learnt the framework of how to create the content needed to improve engagement, while also being efficient with their time.

Jem further provided our members with a workbook to take home to create a posting schedule that matches the themes of their business and try to maintain the newly learnt 'rule of thirds'. Members also received as well as a handy list of #hashtags and events happening in November and December that can be used to help with gaining more reach.



## Thursday 18 November: SUPERCHARGE YOUR SALES

Taking place online, Lawrence Wilson of Hedingham Advisory Ltd took Start Up Bromley members through a journey of sales evolution. He dispelled some of the common myths of sales and helped put into practice some techniques and thought theories that can help business owners become more comfortable and confident in the aspect of sales. The webinar featured multiple role-playing activities in break-out rooms, where more established business owners were matched with newer business owners to further explore peer-support in the business sector while trying out the techniques spoken about. We hope those Members will be ready to showcase their new knowledge at the networking events they attend in the future.

**All hosts were generous enough to share their slides, full of additional valuable information with the Start Up Bromley team. If you are interested in gaining access to this please email us at [StartBromley@GLL.org](mailto:StartBromley@GLL.org)**



# UPCOMING EVENTS & THINGS TO LOOK FORWARD TO:

Our Winter Showcase is soon upon us!!  
We have a fantastic range of businesses in the Start Up Bromley programme and we are excited to give them the opportunity to showcase and network with other businesses as well as Bromley residents.

Remember to bring your business cards and your networking and sales skills as you mingle with both the public and other businesses!

The Start Up Bromley Winter Showcase is taking place on the **4th Floor of Bromley Central Library** on **Thursday 9 December** from **11:00 – 16:30**

As we finalise our 2022 Event Programme of workshops and events please remember to subscribe to our [Eventbrite](#) so you can get notified when registration goes live.  
You can scan the QR code to take you to our Eventbrite Page.



## What to look out for in 2022?

- Wednesday 5 January: New Year New Strategy Networking Evening
- Thursday 13 January: Sustainability in Business
- Wednesday 19 January: Bid writing workshop
- Tuesday 8 February: Instagram Deep Dive
- Monday 28 February: Accounting Basics
- March Spring Marketplace

And lots more events and workshops still to be announced

# TARGETED SUPPORT COACHING PROGRAMME

Start Up Bromley is proud to announce the Targeted Support Coaching Programme.  
This Programme will provide Start Up Bromley members with access to support from coaches with a wide range of skills and expertise.

The programme will run from January 2022 - March 2022. Each member is entitled to five (5) free sessions. These can be allocated to a single coach or spread across multiple coaches.  
Coaching sessions will last one hour and can take place 1-2-1 or in small groups up to four coachees, either in person or online.  
In-person sessions will take place in a location agreed by yourself and the coach. Start Up Bromley rooms at Bromley Central, Orpington and Biggin Hill Memorial Library can be booked for coaching sessions.

We are thankful to the numerous coaches who have agreed to take part in this programme and use their business expertise to help aspiring entrepreneurs, new, and existing business owners reach their business goals.  
Keep an eye on your inboxes for coach information and selection forms coming soon.



Meet the Start Up Bromley Members who are showcasing:

- |                            |  |
|----------------------------|--|
| Buki Lami                  | Life In...magazines                        |
| Canvass Design             | Lisa Dawn Coaching                         |
| Crystal Amusements Limited | My Party Box.Fun                           |
| Delmora International Ltd  | Naani Maas Kitchen                         |
| Farwig Place Creations     | Pit Pro                                    |
| GBM Consultancies Ltd      | Streetpin                                  |
| Gluten-Free Life Tweaks    | Tangent Office Resources                   |
| Houses of Nature           | The Little Orange Cinema                   |
| HozomoApp                  | THL Coaching                               |
| Intuitive Breathwork       | Top Notch Sewing Centre                    |
| Ladybird Solutions         | Transitions Career Management and Training |

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# A QUICK GUIDE TO COBRA

## The Complete Business Reference Adviser

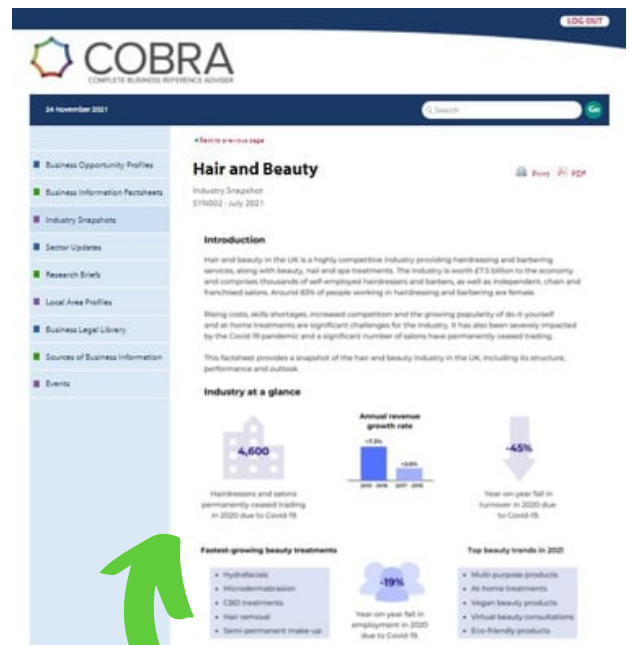
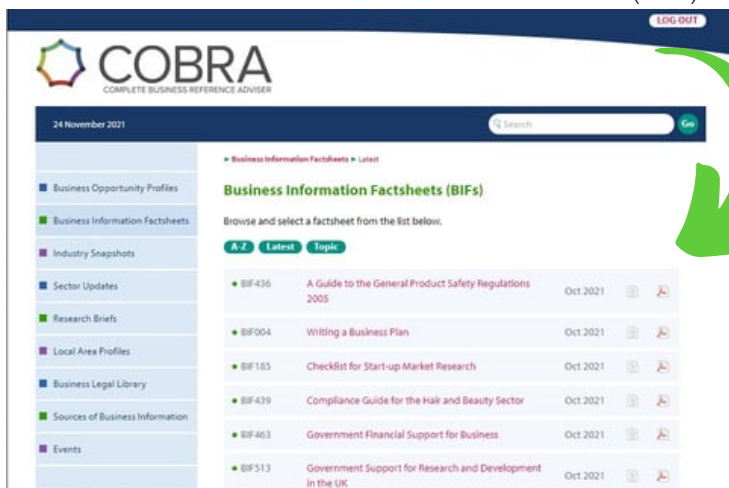
Log in using your library  
card from Bromley  
Libraries

You can access COBRA via the  
Library Catalogue or click:  
<https://bromley.cobwebinfo.com>



COBRA is an essential resource for aspiring entrepreneurs and new businesses. On this easy-to-navigate database, you will find Business Information Factsheets (BIF), Business Opportunity Profiles (BOPs), Industry Snapshots, regulations on over 300 different industries. You can also find events and local support organisations listed. We suggest taking a moment to have a look through all that COBRA has to offer

### Business Information Factsheets (BIF)



### Business Opportunity Profiles (BOPs)

Industry Snapshots,  
You will need a library card to  
access COBRA. If you have not  
yet joined Bromley Libraries, you  
can sign up [HERE](#)

# BUSINESS ROOMS AT THE LIBRARY!

## BIGGIN HILL MEMORIAL LIBRARY

### Business Lounge

The upstairs Business Lounge at Biggin Hill Memorial Library is open for drop-in visitors, at the following times only:

<b>Monday</b>	<b>9:30 - 13:00</b>
<b>Tuesday</b>	<b>9:30 - 19:00</b>
<b>Wednesday</b>	<b>9:30 - 19:00</b>
<b>Friday</b>	<b>9:30 - 19:00</b>
<b>Saturday</b>	<b>9:30 - 17:00</b>



### Business Corner

Biggin Hill Memorial Library also offers a Business Corner with seating and desk space among the business and career books this space is ideal for admin work and research, if you have calls or meetings we recommend going upstairs to use the Business Lounge.

<b>Monday - Friday</b>	<b>9:30 - 19:00</b>
<b>Saturday</b>	<b>9:30 - 17:00</b>



## BROMLEY CENTRAL LIBRARY

The Business Lounge at Bromley Central Library is open for drop-in visitors, while the Library is open:

<b>Monday - Friday</b>	<b>9:30 - 19:00</b>
<b>Saturday</b>	<b>9:30 - 17:00</b>

**In addition to our Business Lounge at Bromley Central Library** we can offer small rooms for use for private meetings with clients, professional advisors and so on. These rooms must be pre-booked, to do so either email the team or complete our [booking form](#).

## ORPINGTON LIBRARY

The Business Lounge at Orpington Library is open for drop-in visitors, at the following times only:

<b>Tuesday - Wednesday</b>	<b>10:00 - 17:00</b>
<b>Thursday</b>	<b>10:00 - 13:00</b>
<b>Friday</b>	<b>10:00 - 17:00</b>

Please contact the [Start Up Bromley team](#) to obtain the access codes for the business lounges



## BOOK OF THE MONTH!



## Disruptive selling: a new approach to sales, marketing and customer service

Maes, Patrick, 2018

The heyday of the classic sales force is over. Customers lead mobile and online lives and consider sales visits intrusive and a waste of their precious time. Successful companies use disruptive concepts to engage with the empowered customer. Sales, marketing and customer service need to be overhauled. Marketing automation and CRM tools have become key to survival. 'Disruptive Selling' helps companies to transform to the new age of selling. This is a book for directors, managers and entrepreneurs. You'll need a blank sheet of paper: it's a fresh start to keep up with the new realities of today

You can reserve a copy of the book at your local Bromley Library [HERE](#)

## Business Grants from Bromley Council

[Bromley Council](#) have just released some additional grants, which we urge all business owners to have a read through and apply if you meet the criteria! There are two schemes currently available, to view full criteria and how to apply please visit the council's [Business Grants](#) page.

[Additional Restrictions Grant \(ARG\)](#)

[Covid-19 business grants subsidy allowance](#)

### JOIN THE PROGRAMME NOW!

There is no charge for joining Start Up Bromley or any fee for using the facilities on offer. All we ask is that you complete our Registration Form ([link](#)) which will give us brief details of you and your business or business idea.

Just a quick final note, if you have a product or service you wish for us to feature in the monthly newsletter then please feel free to email us at [StartupBromley@gll.org](mailto:StartupBromley@gll.org)

Follow us on social media for Start Up Bromley updates



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**Thank you, we look forward to seeing you at our future events and 1-2-1s**

**With kindest regards,  
the Start Up Bromley Team!**