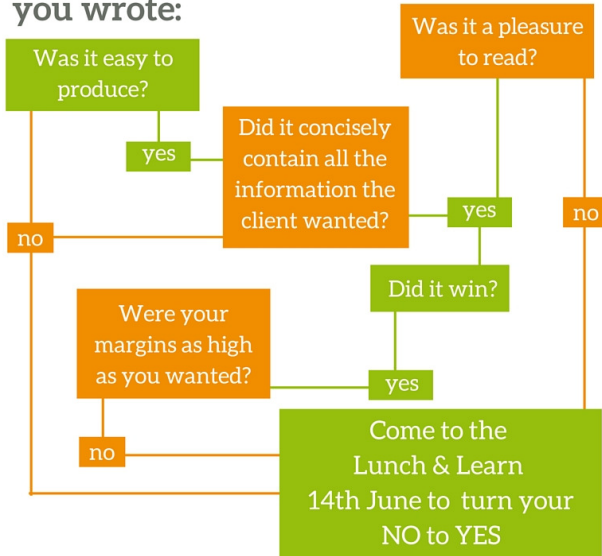


# Lunch & Learn 14th June

## Entering New Markets

Bids, Proposals and Tenders – How to Beat the Competition without Cutting Prices.

Think about the last proposal or tender you wrote:



For our next Lunch & Learn Anne Farr of Rothera Group who specialises in helping companies submit Proposals and Tender to win more Bids.

During the session Anne will lead you through:

- The essentials of bidding
- Practical techniques to make your life easier.
- How to justify higher pricing,
- Selling into new markets
- Ensuring your proposal is better than your competitors.

**Make your next proposal a success.**

**Date & Time:** 14th June 2016, 11.30am to 1.30pm

**Venue:** Hilcroft Hotel, East Main Street, Whitburn, EH47 0JU

**Cost:** Member - £20+VAT Non-member £30+VAT

To book your place(s) contact [ailen.ross@wlchamber.com](mailto:ailen.ross@wlchamber.com) or call 01506 414808