



FINANCIAL SECTOR SUB-GROUP NEWS

Inspired by the successful British Invisibles seminars at the end of October, members of the RGBB thought about setting up a Sub Group of the BDSC for those interested in the financial sector. A group of this kind has been meeting for some time in Jeddah.

They were also encouraged by an initiative of the Chancellor of the Exchequer's City Promotion Panel to set up an "Export Promotion Forum". In correspondence with Embassies overseas, the Treasury and British Invisibles have stressed the value of financial sector working groups among British businessmen's groups overseas. The EPF is preparing a website of

information on main overseas markets, and one of the objectives of financial sector groups will be to help keep these up-to-date.

Christopher Segar, the Commercial Counselor at the Embassy arranged the first meeting of our Sub-Group on 2 December. The group is open to any RGBB member with an interest in the financial sector, though usually limited to one representative from each company.

We like to meet on the first Monday in the month where this is practical. We have discussed a range of issues so far including regulations governing the

provision of private financial advice; comparing notes on the state of the economy and commercial prospects generally. We have also been pooling knowledge in a finance contacts database, which should be of help both to the Embassy and to RGBB members.

We try to keep meeting relaxed and informal, often followed by a buffet supper. Meetings so far have been hosted by Christopher Segar or by the Economic Secretary at the Embassy, Jon Wilks. We are confident that Christopher Segar's successor, Richard Northern, who arrived at the end of April, will continue to support the group's activities.

New group offers advice on Business Services

By Kevin Storey

The RGBB Business services group met for the second time on April 29 and thrashed out some key objectives. Our group, which provides a forum for British Businessmen from all companies who provide business development services to other companies, identified the provision of advice on the services area to other RGBB related companies as its main *raison d'être*.

In particular we recognise that companies entering the market for the first time need particular help in finding good and reliable suppliers of business services and the expertise exists within the group to help them. These services include printing promotions, exhibitions, signage, communications, accommodation

and so on.

The group is in discussion with the Embassy to see how new entrants to the market could be made aware of the advice available and in recognising that many other RGBB members might welcome advice on this area we are setting out our contact details in this article.

A broad range of business disciplines have already come together in the group and it has taken these two meetings to complete introductions, identify common ground and try to determine a *modus operandi* which can help not only UK LTD but also the members themselves and the membership of the RGBB as a whole. Obviously exchange of information will play a large

role in our meetings and we are attempting to assemble our own list of potential business targets. We are trying to keep group meetings short and action oriented but so far there has been a social aspect which has made the meetings lively and enjoyable. We welcome anyone working in the field to join us for a meeting or two to see if they would like to participate.

Additionally any member who would welcome independent advice on how to access business services can contact me on the numbers below.

Kevin Storey
Managing Director
TMI
Tel 463 017
Fax 462 2725