



BRITISH BULGARIAN BUSINESS ASSOCIATION

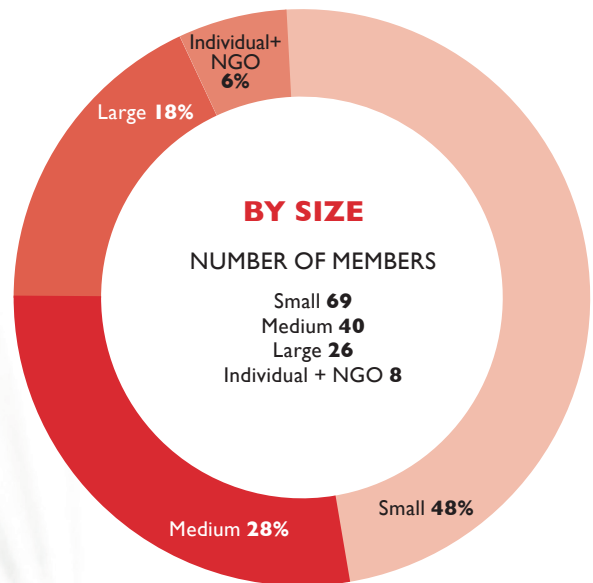
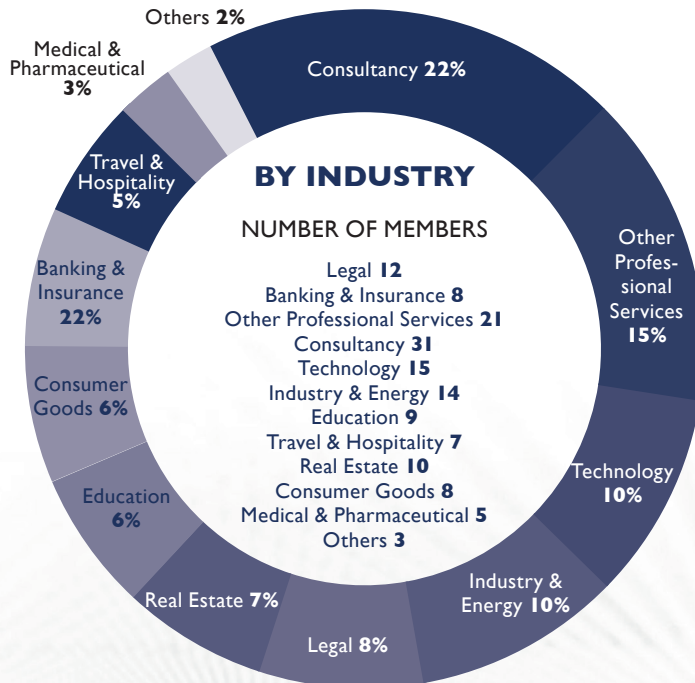
## ABOUT THE BRITISH BULGARIAN BUSINESS ASSOCIATION

BBBA is an independent non-profit organisation dedicated to supporting its Members and promoting business relations between Bulgaria and the UK. BBBA provides an ideal network and platform for business people to facilitate dialogue and change.

BBBA was launched in January 2015 and to date has close to 150 members.

We run business and social events, including regular monthly meetings, conferences, seminars, after hours drinks and others according to the expressed interests and needs of our members.

### Overview by member size and industry sector:



### What We Do?

#### ENABLE

- Encourage debate and exchange on topics of bilateral interest
- Facilitate discussions with experts on industry-specific topics
- Promote economic development and support synergistic partnerships
- Support members' growth and celebrate their success

#### CONNECT

- Provide relevant business networking opportunities
- Bring together people with different and synergistic experiences
- Encourage dialogue between members and the business and political communities

#### INFORM

- Showcase Bulgarian business and investment to UK and vice versa
- Inform members on news affecting the British-Bulgarian business environment
- Encourage understanding of political and economic issues of bilateral interest

For more questions, please contact us at [office@bbba.bg](mailto:office@bbba.bg)  
If you are not yet a member of BBBA and would like to join, please sign up at: [www.bbba.bg/application](http://www.bbba.bg/application)



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## Membership Benefits

BBBA membership gives you the perfect platform to support your business strategy:

NETWORK	PROMOTE	LEAD	INFLUENCE
<ul style="list-style-type: none"><li>• Gain preferential access to BBBA partner- and member- organised events</li><li>• Build valuable business relationships: functional, cross-functional, sectorial, cross industry</li><li>• Expand your professional network in Bulgaria and UK</li><li>• Meet peers with similar business interests</li></ul>	<ul style="list-style-type: none"><li>• Raise your company profile in the British-Bulgarian business community through BBBA events, website, mobile app, newsletters</li><li>• Invite members to special events at your offices</li><li>• Prepare special member to member offers to promote your services</li><li>• Use BBBA events as a neutral platform to entertain clients</li><li>• Locate potential clients, business partners and suppliers through BBBA introductions</li></ul>	<ul style="list-style-type: none"><li>• Contribute to round table discussions on your industry issues and other relevant matters</li><li>• Exchange information with cross-industry business professionals</li><li>• Participate in BBBA committees to determine strategies in event management, membership benefits, Public Affairs etc</li></ul>	<ul style="list-style-type: none"><li>• Shape the agenda on bilateral issues by attendance at specific events</li><li>• Be heard through BBBA lobby activities with other bilateral chambers and umbrella organisations to which we belong, like COBCOE</li><li>• Benefit from personal introductions through BBBA to industry leaders and potential clients</li></ul>

## TEN TIPS ON HOW TO MAXIMISE YOUR MEMBERSHIP

1. Attend BBBA Events for free or at the reduced member rate and make new contacts in the British-Bulgarian Business Community.
2. Build valuable business relationships: functional, cross-functional, sectorial, cross industry.
3. Make use of the Member Directory (website and mobile app) where all our members, contacts, news, events etc. are listed.
4. Share your news with us and we will publish them on the Member News pages of the website and the newsletter.
5. Send us your upcoming events and we will promote them on the Member event page of the website and the newsletter.
6. Create a special offer for BBBA members, which we will publicise on the Members Offers section of the website.
7. Inquire about sponsorship or patronage options to benefit from attractive sponsorship packages and make use of our attractive and good value advertising options.
8. Use specially negotiated member events facilities for your workshops and meetings.
9. Participate in COBCOE Special Annual Awards contests.
10. Make yourself heard and influence BBBA development for your needs.

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