



Business Development

How to Generate more Business between THLG members

by Marianne Blechingberg- THLG B.D.O.

Network benefits in a nutshell:

- THLG is a professional network with (almost) global coverage
- THLG member's objective should be to share business leads, so that customer can be approached with a professional solution door/door while preserving the local expertise at both ends
- Each member has the opportunity to share its presentation on the website and show their strong points and best customer experiences.
- Network members can help each other to meet or introduce their services to the potential customer
- Airfreight as the biggest competitive advantage, having Antonov direct contacts as a member
- We encourage members to discuss and share info on potential business that may generate opportunities of collaboration
- Please be active during the meetings THLG arranges, be active on Whatsapp and on the Website

- Members have the opportunity to join and explore markets together and to overcome local bureaucracy and obstacles locally together - power of unity
- THLG offers member events, web seminars, joint meetings and in case THLG members attend a conference there is a possibility to arrange joint meetings with respective teams and or joint meetings with clients to show the strength and outreach of THLG
- Members have the possibility to share their expertise and to gain knowledge within the network. THLG is a unique platform for receiving insider information, market analysis and support through the committee and other fellow members.
- The network acts as a platform enabling efficient marketing, intelligence exchange, exploring together new megatrends (sustainability reporting, actions, AI, leadership etc) and sales efforts within the network

- Members have the opportunity to develop and promote a certain industry together with THLG
- THLG plans to create a survey for the members in the near future, to explore more about the preferences and wishes our members would have on THLG developments.



Long-term & Strategic Cooperation
on Worldwide Projects between
THLG Members

*Thank
you!*

