

# Networking



## Welcome to SABA!

It's been some two years since SABA was last at Dolphin Square and the hospitality of the property, the management and the team were instrumental in allowing SABA to establish and flourish.

So, our thanks go out to Dolphin, once more, for the kind hosting of tonight's event. Many thanks also to you, the attendee, for your support of the event. We hope you have a very enjoyable evening.

### A few Tips for the Evening:

- don't drink with colleagues & friends
- mingle, circulate, introduce yourself
- be generous with business cards
- target attendees on the list
- be determined to make new contacts

## About SABA

SABA is now in its 5th year and sincere thanks to you for having supported the event. We are constantly trying to develop the event to reflect your requirements and expectations as well as the changing sector. Should you have suggestions, please drop me a line: richard@essa-consultancy.com Thank you.

### Travelling to SABA

Please always double-check before booking travel tickets and accommodation for SABA events in case of unexpected changes to event dates.

### Happy Birthday Martin Fieldman!

of Abode Bed & Continental who can't be with us because he's 21 (again) today!

## How essa Consultancy can help you

essa Consultancy offers bespoke marketing support at very reasonable rates to property operators and booking agents in the serviced apartments sector. Please contact Richard Majewski for further details. Thank you.

### On Tonight's Agenda

- Welcome drink from Dolphin Square
- Networking - catch up with friends
- Welcome by Richard & Magda
- Short talks by Sky, AvQuest, AirBnB and HomeAway
- Do you want to talk? - see Richard
- Networking - make new contacts
- Don't forget your Dolphin tour!

### Trying Something New

After the talks, I would like to try something to possibly help with networking and for half an hour, will ring a bell every 5 minutes. When it rings, move groups and speak to a new crowd.

### Topical issues to discuss (if you want!):

- potential growth of the sector?
- similarities with the "sharing economy"
- proposals to allow sub-letting
- Clause 34 of the Deregulation Bill

### Welcome Back for an old Friend!

Our good friend and industry-colleague, **Pankaj Patel**, has attended SABA since the very first event as Founder of Flexistay & CEO of ALAVEX. In 2013, Pankaj suffered a stroke whilst on holiday in the USA. I am delighted to say that Pankaj is back with us again tonight and I am sure he would like to chat with you. Welcome back Pankaj!

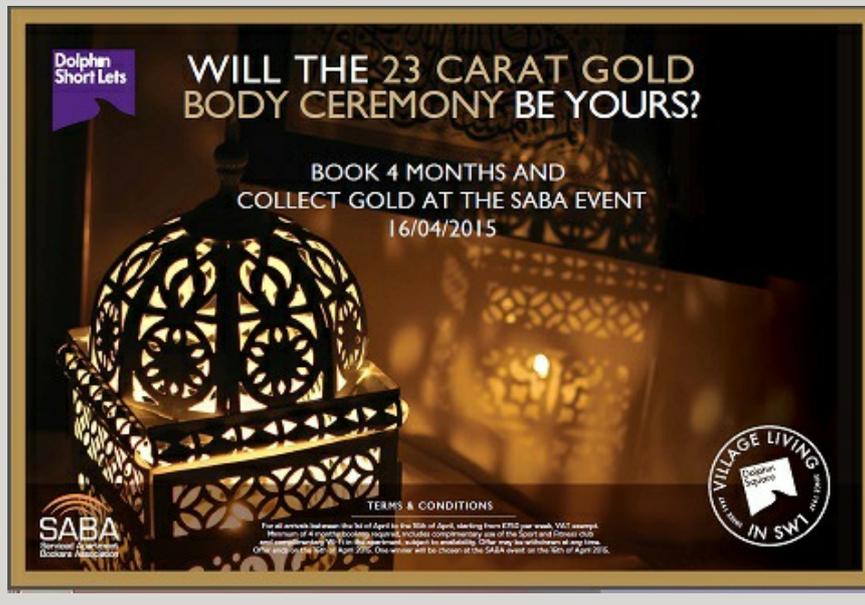
### I hope you all enjoy the evening!

**Richard Majewski**  
essa Consultancy  
[www.essa-consultancy.com](http://www.essa-consultancy.com)  
[www.the-saba.org.uk](http://www.the-saba.org.uk)

## Many thanks to our host tonight: Dolphin Square in Pimlico

I would like to extend sincere thanks on behalf of everyone, to all of our industry colleagues and friends at Dolphin Square for having supported the SABA Networking event in London this evening.

Tonight Melissa Seneviratne from Dolphin Square will announce the winner of the Collect Gold competition.



**Dolphin Short Lets**

**WILL THE 23 CARAT GOLD BODY CEREMONY BE YOURS?**

**BOOK 4 MONTHS AND COLLECT GOLD AT THE SABA EVENT**  
16/04/2015

**TERMS & CONDITIONS**

**VILLAGE LIVING LWS IN SW1**

**SABA**  
Serviced Apartment Bookers Association

For all awards between the 1st of April to the 31st of April, starting from £750 per week, VAT exempt. Minimum of 4 month bookings required, includes complimentary use of the Sport and Leisure Club and complimentary use of the 24hr concierge service. Offer only for reservations of any length. Offer ends on the 31st of April 2015. One winner will be chosen at the SABA event on the 16th of April 2015.

Hosted by



Organised by

