



## FAQs

### WHAT ARE THE BPS BRANDS AND WHO ARE THEY TARGETED AT?

**BPS Birmingham Aspire** is for young people in education looking for a career in the BPS sector, or those in the first few years' training within a professional firm. Aspire helps members develop their skills through personal development opportunities, connects them with BPS sector firms and professionals through peer-to-peer networking, and enables them to succeed.

**BPS Birmingham Future** is for young professionals working in BPS sector, from completion of initial training years, right through to senior management and small business ownership. It prides itself on being diverse, forward-thinking and dynamic, in order to not only be the voice of young professionals in the city but also to help them become the leaders of tomorrow. This is done through professional development and training, growing meaningful networks, mentoring schemes, careers events, and much more.

**BPS Birmingham Leaders** connects, promotes and represents the leaders who sit at the helm of the city region's BPS sector. Regular leadership workshops help continue skills development, and targeted relevant networking is teamed with facilitated introductions, to create a well-connected membership. As well as regular sector updates, Leaders also provides a forum to discuss and officially comment on the prospects of the region's business sector and any barriers to its growth.

### WHAT CONSTITUTES 'BUSINESS PROFESSIONAL SERVICES SECTOR?'

The BPS brands represent the business professional services sector, which includes professionals working as advisors to businesses. Typically this includes:

- Accountants
- Advertising Agencies
- Architects and Interior Design
- Banks and Building Societies
- Barristers' Chambers
- Consultants
- Education
- ICT (Information, Communication and Technology)
- IFAs



- Insurance
- Intellectual Property (eg. Patent Attorneys etc.)
- Marketing Services
- Media and Design
- Property Services (Commercial)
- Public Relations
- Recruitment and Human Resources
- Solicitors
- Stockbrokers and Merchant Bankers
- Surveyors
- Translation Services
- Venture Capital and Corporate Finance

A quick way to think of it is our Birmingham Young Professional of the Year (BYPY) Awards categories:

- Legal
- Finance
- Technology
- Property & Construction
- HR, Recruitment & Training
- Marketing & Communications

### **IS BPS MEMBERSHIP OPEN TO THOSE OUTSIDE OF BIRMINGHAM?**

BPS Birmingham and its three membership brands represent firms and individuals across the Greater Birmingham region, which includes Birmingham, Dudley, Halesowen, Solihull, Stourbridge, Sutton Coldfield, Walsall, West Bromwich, and Wolverhampton.

### **HOW MUCH IS MEMBERSHIP?**

Aspire membership

- Students - £29 per year
- Trainees - £60 per year

Future membership

- Individual - £150 + VAT per year



#### Leaders

- Individual - £200 + VAT per year

We also offer two corporate packages:

#### Multi-save

Discount for bulk purchases of individual membership for Future and Leaders networks\*

5-9 members	5% discount off total price
10-14 members	10% discount off total price
15+ members	15% discount off total price

\* Any combination of Future and Leaders memberships is possible to receive the discount.

#### Multi-flex

We understand that some businesses would prefer to have a set number of memberships that a chosen group of staff can use. We offer this option for Future only.

2 memberships from a chosen group of 5 people	£500 +VAT
5 memberships from a chosen group of 10 people	£1000 +VAT
10 memberships from a chosen group of 20 people	£2000 +VAT

In each case for multi-flex, you are required to provide a complete list of names for the group and you may change this group up to two names at a time, a maximum of two times during the year of membership.

## WHAT ARE THE BENEFITS OF MEMBERSHIP?

There are some fantastic benefits and features of membership, including:

- Weekly newsletters keeping you informed about our latest events and news from the sector
- Free PR to an audience of over 10,000 people per month through our marketing channels
- Developing professional networks across the city, helping you and your organisation
- At least 30 free events per year, including Meet BPS, Networking Hour, Cereal Networking and professional development events
- Guaranteed discount of at least 25% from standard ticket prices for chargeable events, including BYPY
- Being part of The Future Mentoring Academy; being a mentor to a student or graduate, and/or receiving your own senior leader mentor



- Taking part in a whole host of sporting events with fellow BPS Birmingham members, including our football and netball teams
- Giving back to the community through voluntary and CSR activities with our Engage Committee, and supporting our chosen charity LoveBrum
- Gaining exclusive member-only discounts for bars, shops and restaurants every month
- Connecting with senior leaders in the city via a range of member-only events like Leaders' Lunches
- Being eligible to receive exclusive member only discounts to some of the city's most prestigious external training

... and so much more!

## HOW DO I JOIN?

You can join any of the BPS brands online – [www.bpsbirmingham.co.uk](http://www.bpsbirmingham.co.uk) - or by contacting the office on [hello@bpsbirmingham.co.uk](mailto:hello@bpsbirmingham.co.uk) or 0121 270 8000.

## ONCE I'M A MEMBER, HOW CAN I GET INVOLVED?

BPS membership is what you make it and there are lots of ways that you can get involved.

- We have nine committees and if you're interested in joining, email [hello@bpsbirmingham.co.uk](mailto:hello@bpsbirmingham.co.uk).
- As a member, you can be part of the Future Mentoring Academy; being mentored by a senior professional in the city as part of the Future Mentoring initiative and/or developing your own leadership skills by becoming a mentor to an aspiring young professional or undergraduate as part of the Aspire Mentoring initiative. There are two cohorts per year – in May and October – and if you're interested in getting involved, email [mentoring@birminghamfuture.co.uk](mailto:mentoring@birminghamfuture.co.uk)
- We have events taking place every week and you will receive regular emails keeping you informed so that you can choose what's most relevant to you. You can also see our upcoming events over on the website, where you can book your tickets directly
- If you want to get active, our Sports Committee has some fun ways to do so and they are always looking for new members for the football and netball teams. Look out for opportunities promoted in the mailer and on our social media channels, but email [sports@birminghamfuture.co.uk](mailto:sports@birminghamfuture.co.uk) if you're interested in something specific



## WHAT ARE THE COMMITTEES AND DO I NEED PARTICULAR SKILLS TO JOIN?

We have a number of committees that you can get involved with.

**Aspire** has a Leadership Team that helps promote the organisation to students and those in training; plan and promote events; and engage with local colleges, universities and businesses.

**Future** has nine committees:

- BYPY – organises and run Future’s flagship event, Birmingham Young Professional of the Year
- Development – runs our professional development events, skills building and training
- Engage – manages our charity activity with LoveBrum, as well as plans the Business Walks and Dragon’s Dens with local schools, colleges and universities
- Infrastructure – hosts events that provide insight into the city and sector’s major news, across property, transport, retail, and economy
- Membership – looks after our members, secures monthly member offers, hosts a membership workshop in businesses, and runs Meet BPS, Speed Networking and private shopping events
- Mentoring – runs the Future Mentoring Academy
- Social & Culture – helps our membership network and experience new things through fun and engaging events
- Sports – keeps us active with sporting events and challenges, as well as raises money for LoveBrum through the annual Sports Quiz
- Talent – organises BrumLife: Live and Work in Birmingham, Graduate Apprentice, and Welcome to Birmingham events

Some people join committees based on their current role; joining a committee specific to their expertise. Some people join committees to learn new skills and network. There’s no right or wrong answer... just get involved!

## HOW DO I JOIN A COMMITTEE?

Each committee has 10 members so places can be in demand. You can register your interest in joining a committee any time by emailing [hello@bpsbirmingham.co.uk](mailto:hello@bpsbirmingham.co.uk). Also look out for specific ‘call outs’ for committee members in our mailers.



## WHAT IS THE LEADERSHIP TEAM?

**Aspire** has a Leadership Team that helps promote the organisation to students and those in training; plan and promote events; and engage with local colleges, universities and businesses.

**Future's** Leadership Team is made up of the Chairs from each of the nine committees, as well as the Deputy Chair and Chair of Future.

## WHO CAN APPLY TO BE DEPUTY CHAIR OF FUTURE?

Anyone can apply to be Deputy Chair of Future but an understanding of the organisation and a clear direction for how you'd develop it, is essential. Applications for Deputy Chair usually open in the spring each year so keep your eyes peeled for announcements.

## HOW WILL FUTURE MENTORING BENEFIT ME?

Research shows that there is a growing number of people being mentored, and offering their time as mentors, in different settings across the UK.

In 2011 BPS Birmingham Future commissioned a research study, the [Future Commission](#), into the challenges facing the professional services sector in Birmingham. Whilst we don't necessarily have a shortage of talent in Birmingham, we have to ensure that we're a city region that people want to live, work and develop their careers. A successful way of achieving this is by investing in and supporting our young professionals from day one, when they are still in higher education in the city region, right through to their mid-level careers.

## WILL I BE MATCHED TO SOMEONE IN THE SAME PROFESSION AS ME?

Not necessarily – wherever possible, we aim to match mentees with a mentor from another professional discipline, but who share similar values and aims in what they'd like to get out of the relationship. This helps Mentees to get an objective perspective on issues, which can help them to consider things differently. If you specifically want to be matched with someone from the same profession or sector then we will do our best to accommodate this.



## **HOW MUCH TIME WILL I HAVE TO COMMIT TO MENTORING / BEING A MENTEE?**

There are no set requirements, so this can vary greatly. Most matches meet for an hour or so every month. Whether it's for coffee, lunch or after work, regular meetings are recommended to ensure the relationship progresses smoothly.

The most successful pairings also 'check in' with each other via informal phone calls or email, in-between the scheduled face-to-face meetings.

Good quality mentoring relationships may end when the mentee has outgrown the need for the mentor's guidance and direction. At this point, the relationship may evolve into a strong friendship, in which the two see each other as peers.

## **WHAT IF I DON'T WANT TO GO TO AN EVENT ALONE?**

We know that it can be daunting attending an event on your own. When you join Future you are introduced to a 'member buddy' who is there if you have any questions or queries. They can also introduce you to fellow members attending specific events if you want to go but you're not keen on going alone.

## **HOW LONG SHOULD I BE A MEMBER OF BPS BIRMINGHAM?**

BPS Birmingham aims to be there with you, right through from education, until you're one of the city's top leaders. That's why we have three brands that target specific levels of expertise.

If you're unsure about which brand is for you, get in touch: [hello@bpsbirmingham.co.uk](mailto:hello@bpsbirmingham.co.uk)

## **WHAT DO I DO IF SOMEONE AT MY FIRM WANTS TO KNOW MORE ABOUT JOINING?**

Our Membership Committee is there to inform businesses across the BPS sector about the benefit of joining our three brands. If your firm wants to know more and/or is keen on discussing corporate packages, email [hello@bpsbirmingham.co.uk](mailto:hello@bpsbirmingham.co.uk), who can arrange a visit from the committee.

If you have any other questions, be sure to get in touch!