

Exeter Business Network August 11th 2010



Timetable for today's Business Network Event

11.45am – 12.30pm	Registration, informal networking and welcome drinks
12.30 – 12.35pm	Take your seats for lunch
12.35 – 12.40pm	Introduction by Sean Humby – Exeter Business Network Host
12.40 – 1.25pm	Table presentations – exchange business cards, make your 3 minute presentation.
1.25 – 1.35pm	Table to table networking – your opportunity to introduce yourself to someone seated at a different table. The seating plan has a list of all those attending today's event. Please ask Sean if you need an introduction brokered
1.35 – 1.50pm	Speaker – Amanda Lyon Smith
1.50 – 1.58pm	Closing comments from Sean Humby et al
2.00pm	Close – please feel free to continue networking – a great time to make those appointments

NEXT EVENT Wednesday 22nd September 2010

Pre lunch seminar hosted by Sarah Knight of Sarah West Recruitment Group

'Recruitment – a life or death decision' getting the right team fit in order to reach your objectives, planning/how to identify the necessary competencies, interviewing style and how ensure you make the right hiring decision. Special guest - an experienced polar explorer all part of an interesting and entertaining seminar that will add value to your business.



10 Golden Rules of Effective Business Networking courtesy of Will Kintish

Attitudes and Planning

1. Be alert – there are business opportunities everywhere
2. See all new contacts as potential business opportunities
3. Networking requires a giving and abundance mentality

Working the Room

4. Make the first move.
5. Have an interesting and exciting opening statement.
6. Understand the power of remembering names
7. Be a good listener – let the other person do most of the talking
8. Small talk is the most important talk

Follow up

9. Ask for their business card
10. Keep in touch – be persistent!

www.kintish.co.uk

Member's offers and opportunities

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Helen Mattacott of Beacon Peninsula

Tel 01392 479330

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Contact Helen to see how we can really make a difference and get Train to Gain funding. tel: 01392 479330 mob: **07901335474**

email: helen@beaconpeninsula.org.uk

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Tel: 01392 423300

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8NT

Email cpe52@bristolstreet.co.uk

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Tel: 0845 3266139

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www.buildconsultants.co.uk

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www.casinoselect.co.uk

Charlotte Lambeth of Charles Stanley Stockbrokers

Tel: 01392 453600

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For a free consultation Charlotte on 01392 453600

charlotte.lambeth@charles-stanley.co.uk

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Dudley@concorde-copiers.com

Chris Reader of CR HR CONSULTANCY

Tel: 01626 352216

- A FREE HR audit for Business Network members

www.crrh.gb.com

Chris Wood of CW IT Services

Tel: 07805 512979

CW IT Services and Higher Associates are hosting a Developing Online Sales Strategy seminar on the 8th Oct from 9.30am to 12.30pm at the Exeter Basepoint Centre. We will guide you through how to create an online sales strategy to promote your business online using internet and social tools like Google, LinkedIn, Facebook & Twitter. This will include our top ten tips, how to track whether your strategy is working and case study examples. There is an early booking discount from £90 to £65, this includes lunch. For more details and to book please

Contact Chris at CW IT Services on 07805 512979

support@cwit.co.uk

www.cwit.co.uk

Emily Price of Dartington

Tel 01803 847100

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e.price@dartingtonhall.com

www.dartingtonhall.com

Devon Air Ambulance Trust

Tel: 01392-466666

Argos 'nominate your favourite charity' competition www.worldtruck.co.uk

ASA Agatha Christie Sea Swim – 19th September 2010

e-mail: info@daat.org website: www.daat.org

David Frumin of DAVID FRUMIN & ASSOCIATES

Tel: 01392 493394

Income Tax returns for the year to 5th April 2010 @15% off normal fee. Initial Interview Free of Charge.

www.davidfrumin.co.uk

enquiry@davidfrumin.co.uk

Anne Craib of Exeter 107.3FM

Tel 01392 823557

25% of any airtime package booked on Exeter FM, Palm 105.5 or our New Radio Station Radio Plymouth launching spring 2010. call Anne on 07846422603 for further details.

www.exeter.fm

Rebecca Weaver of Gumshoeuk
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Email: rebeccaweaver@gumshoeuk.com
Tel: 07792056257

Barry Allaway (Independent Financial Adviser) of LEBC GROUP LTD
Tel: 01823 401155

If your financial planning needs an overhaul, but you have no idea where to start, please contact me for a free wealthcare check-up, and find out what you are missing. Barry Allaway, Independent Financial Adviser, LEBC Group Ltd
Please contact me on 01823 401155 or email: barryallaway@lebc-group.com

Ron Halden of PENINSULAR ONE SOURCE

Tel: 01392 211900

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Vivienne Carnt of Red Earth Consultancy

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Ros Morton of Regus

Tel:01392 314000

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June Hutchings of Sandy Park

01392 427427

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www.sandypark.co.uk
june@sandypark.co.uk

Susan Meldon Simply Assisting You

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steve@sc4business.co.uk

Julie Piper of Springboard Marketing

Tel 07912 742235

For a limited period, we are offering a MARKETING PLANNING service for Business Network Members. Over a 6-month period, we will facilitate a monthly marketing brainstorm and planning session, allowing you to be pro-active and cohesive in your marketing activity. Monthly cost only £100 + VAT. To find out more contact Julie Piper on 07912 742235.

Anthony McGloin of Straight Forward Success

Tel 01647 270077

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Paula Sudbury and Paul Sheppard of St Loye's Foundation

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Belinda Newton of The HR Dept

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Kevin Phillips of The Performance Improvement Partnership

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The Business Network

The Business Network currently runs monthly lunchtime (12noon – 14.00) networking events -

Aberdeen, Edinburgh and Glasgow - hosted by our colleague **Simon Morgan** simon@bns.uk.net

Cardiff, Swansea, Bridgend, Newport, Usk Valley and West Wales - hosted by our colleague **Lynne Orton** lynne@biznetwales.co.uk

Warrington - hosted by our colleague **Graham Phillips** graham@business-network.co.uk

Leeds and Wakefield - hosted by our colleague **Caroline Coward** caroline@business-network.co.uk

Nottingham - hosted by our colleagues **Peter and Sue Motley** peter@business-network.co.uk

Preston - hosted by our colleagues **Karen Tems and Helen Riley** Karen@business-network.co.uk
helen.riley@business-network.co.uk

Sheffield - hosted by our colleagues **Paul and Linda Frewin** info@thebusinessnetworksheffield.co.uk

York and North Yorkshire - hosted by our colleagues **Claire Flatters and Andrew Kendrick** nwy@the-business-network.co.uk

Exeter, Bristol and Taunton - hosted by our colleagues **Sean and Jane Humby** sean@business-network.co.uk

Liverpool – hosted by our colleague **Len Rainford** – len@business-network.co.uk

South Humberside, Manchester and South Manchester – **Helen Bennett** - helen@business-network.co.uk

Chester – hosted by our colleague **Tracy Griffiths** – tracy@business-network.co.uk