

# Exeter Business Network July 14th 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 – Dudley Hambleton
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 11<sup>th</sup> August – Sandy Park

Pre lunch seminar hosted by Chris Wood of CW IT

### ***Practical Overview of Internet & Social Media: Google, LinkedIn, Facebook & Twitter***

The seminar will cover *how you can use* the *Google tools* (Ads, Places, Analytics and Webmaster), LinkedIn, Facebook and Twitter to promote your business online so that potential customers can find you rather than you finding them.



## 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](http://www.kintish.co.uk)

## **Member's offers and opportunities**

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**Steve Westaway of AME Solutions**

**Tel: 01392 824022**

AME is pleased to offer members a FREE network/security audit on your PC's and server. We will identify any potential issues with your systems and provide you with a detailed report. Plus we also offer all members 2-4-1 on our Microsoft Office training courses.

Contact Steve Westaway or Angela Scott for more details on the courses available

Email: [Steve@amesolutions.co.uk](mailto:Steve@amesolutions.co.uk)

**Helen Mattacott of Beacon Peninsula**

**Tel 01392 479330**

***Beacon Peninsula Business coaching which suits your needs and your pocket. Business coaching getting YOU to where you want to be. Business coaching getting YOUR COMPANY to where you want it to be. Business coaching using methods that are tried, tested and guaranteed - or your money back. We are NOT consultants - we don't con'. We get results - we're RESULTANTS! Our testimonials prove it.***

***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](mailto:helen@beaconpeninsula.org.uk)***

**David Thomas and Steve Triner of Bluegrass Computer Services**

**Tel: 01392 207394**

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**Catherine Petherick of BRISTOL STREET MOTORS**

**Tel: 01392 423300**

Special Contract Hire offers from £169.99 + Vat 3 + 35 10K for a New Clio Dynamique Tom Tom 1.2 3dr or New Kangoo Van CH from £169.99 + VAT for more details please contact Catherine on 01392 423300 or email [cpe52@bristolstreet.co.uk](mailto:cpe52@bristolstreet.co.uk). To arrange a test drive or quotation on any of our range please do not hesitate to contact me mentioning the Business Network to ensure your special discounts. Bristol Street Motors Renault & Hyundai Cars and Vans, 14 A Marsh Barton Road, Marsh Barton, Exeter, EX2

8NT

Email [cpe52@bristolstreet.co.uk](mailto:cpe52@bristolstreet.co.uk)

**Malcolm Randall of Build Consultants Ltd**

**Tel: 0845 3266139**

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**www.buildconsultants.co.uk**

**Mandy Blackler Of CASINO SELECT**

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**[www.casinoselect.co.uk](http://www.casinoselect.co.uk)**

**Charlotte Lambeth of Charles Stanley Stockbrokers**

**Tel: 01392 453600**

If you have investments, or have clients who do, and would like professional help navigating today's turbulent markets, then contact Charlotte Lambeth at Charles Stanley, Exeter. Each client is looked after by an individual investment manager who will provide on-going management of the portfolio. They and their team will treat you as a person, not an account number, and will be happy to talk through any issues with you directly in plain and simple language you will understand.

If you would like an informal meeting to see whether Charles Stanley's services might be suitable for you, or your clients, then call

For a free consultation Charlotte on 01392 453600

**[charlotte.lambeth@charles-stanley.co.uk](mailto:charlotte.lambeth@charles-stanley.co.uk)**

**Dudley Hambleton of CONCORDE COPIERS LTD**

**Tel: 01392 362088**

A FREE survey and report for Business Network Members regarding your current photocopying/printing situation. The digital age has dramatically changed the economics of office printing, so to ensure you are using

the most cost effective systems for your business, you are welcome to contact Dudley at Concorde to arrange a meeting.

**[Dudley@concorde-copiers.com](mailto: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](http://www.crrh.gb.com)**

**Chris Wood of CW IT Services**

**Tel: 07805 512979**

*CW IT Services have partnered with AME Solutions to provide an internet and social marketing workshop for small businesses. This workshop is ideal for those who want to know how to use internet and social marketing to generate sales leads to drive business growth but do not know where to start or would like assistance. It includes using LinkedIn, Twitter, Facebook and Google for business. New dates are available 19th August & 13th September. The price is currently discounted from £175 + VAT to £145 + VAT.*

**Contact Chris at CW IT Services on 07805 512979**

**[support@cwit.co.uk](mailto:support@cwit.co.uk)**

**[www.cwit.co.uk](http://www.cwit.co.uk)**

**Emily Price of Dartington**

**Tel 01803 847100**

**Free 3 hours of activities on the Dartington Hall estate with any 24-hr residential conference. Must be booked before end Sept for 2010/2011 financial year. (Minimum 8 pers). Activities include kayaking, Abseiling, climbing, archery and teambuilding**

**[e.price@dartingtonhall.com](mailto:e.price@dartingtonhall.com)**

**[www.dartingtonhall.com](http://www.dartingtonhall.com)**

**Devon Air Ambulance Trust**

**Tel: 01392-466666**

**Argos 'nominate your favourite charity' competition [www.worldtruck.co.uk](http://www.worldtruck.co.uk)**

**[ASA Agatha Christie Sea Swim – 19<sup>th</sup> September 2010](#)**

***e-mail: [info@daat.org](mailto:info@daat.org) website: [www.daat.org](http://www.daat.org)***

**David Frumin of DAVID FRUMIN & ASSOCIATES**

**Tel: 01392 493394**

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**[enquiry@davidfrumin.co.uk](mailto:enquiry@davidfrumin.co.uk)**

**Anne Craib of Exeter 107.3FM**

**Tel 01392 823557**

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**[www.exeter.fm](http://www.exeter.fm)**

**Rebecca Weaver of Gumshoeuk and Great or Poor**

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**Email: [rebeccaweaver@gumshoeuk.com](mailto: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, Independant Financial Adviser, LEBC Group Ltd***

Please contact me on 01823 401155 or email: [barryallaway@lebc-group.com](mailto:barryallaway@lebc-group.com)

**Christine Mansfield of Merlin Marketing & Mentoring Limited**

**0845 355 3171**

**WHAT IS YOUR SILENT BRAND MESSAGE?**

Are you or any of your team struggling to find the right balance between being yourselves and representing your organisation with confidence? Our Personal Branding Workshop supports individuals to understand how their thinking, their body language and their appearance are sending signals, which may be at odds with the message they wish others to receive. It will build their confidence to project their inner character with an outer image that is both authentic and appropriate for their role. Next workshop 1st July – 20% discount for Network Members.

Please contact Christine Mansfield of Merlin Marketing & Mentoring Limited at [christine@merlin-marketing.com](mailto:christine@merlin-marketing.com) for further details

**Ron Halden of PENINSULAR ONE SOURCE**

**Tel: 01392 211900**

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**[ronhalden@peninsular.co.uk](mailto:ronhalden@peninsular.co.uk)**

**[www.peninsular.co.uk](http://www.peninsular.co.uk)**

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**Jeremy Townsend of Picture of Health**

**Tel:01666 504718**

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  - Liquid nutritional supplementation is the way forward.
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Try FREE samples. There is nothing to lose and a lot to gain.

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**07973 734143**

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Call Tina England for more information on 07973 734143

**Amanda Lyon-Smith of Purple Promotions**

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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**

*On Wednesday 15th and Thursday 16th December, Sandy Park is offering a christmas party with 3 course gourmet dinner plus dancing to our resident disco until 1am, and also offering guests the opportunity to play Roulette and Black Jack in our fun Casino all for the same inclusive price of £36.50 pp inc VAT but as a special offer to members of the Business Network, you will receive £1 off*

[www.sandypark.co.uk](http://www.sandypark.co.uk)

[june@sandypark.co.uk](mailto:june@sandypark.co.uk)

**Susan Meldon Simply Assisting You**

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**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**

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**Paula Sudbury of St Loye's Foundation**

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**Julie Cotgrave of Target Search and Selection**

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**Robert Guest of WPA**

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**thistle**

THE ROUGEMONT HOTEL EXETER

## Free Networking Event with Lunch at the Rougemont Open Day

Friday 23rd July • The Rougemont Hotel, Exeter • 12pm to 4pm

Enjoy bubbly & bucks fizz on arrival, meet the new team and chat with other 'Shakers & Movers' in Exeter, enjoy our running buffet lunch from 12.30. Find out what's happened, what's happening and what's about to happen!

RSVP: [Mark.Beedell@thistle.co.uk](mailto:Mark.Beedell@thistle.co.uk) or [Bruce.Harvey@thistle.co.uk](mailto:Bruce.Harvey@thistle.co.uk)  
(for catering & free car parking arrangements)



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RSVP: [Mark.Beedell@thistle.co.uk](mailto:Mark.Beedell@thistle.co.uk) or [Bruce.Harvey@thistle.co.uk](mailto:Bruce.Harvey@thistle.co.uk)  
(for catering & free car parking arrangements)



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### What you need to do back at the office

*What I know for sure is that what you give comes back to you - Oprah Winfrey*

Review the business cards from around the table and any others that you were given and ask yourself the following questions:

- Who shall I write to and say how good it was to meet them?
- Would one of the people you met today benefit from your newsletter/being part of a forum?
  - Is there some I met today who I need to contact for help/advice/collaborative strategy?
    - Who shall I call and make an appointment to see?
    - Who am I going to tell about somebody I met today that could help?
  - Who else could benefit from an introduction to one of the people I met today?

Always keep in mind the members of The Business Network and on the lookout for any way in which you can pass on leads

**"Life is a field of unlimited possibilities." - Deepak Chopra**



**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](mailto:simon@bns.uk.net)

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

**Warrington** - hosted by our colleague **Graham Phillips** [graham@business-network.co.uk](mailto:graham@business-network.co.uk)

**Leeds and Wakefield** - hosted by our colleague **Caroline Coward** [caroline@business-network.co.uk](mailto:caroline@business-network.co.uk)

**Nottingham** - hosted by our colleagues **Peter and Sue Motley** [peter@business-network.co.uk](mailto:peter@business-network.co.uk)

**Preston** - hosted by our colleagues **Karen Tams and Helen Riley** [Karen@business-network.co.uk](mailto:Karen@business-network.co.uk)  
[helen.riley@business-network.co.uk](mailto:helen.riley@business-network.co.uk)

**Sheffield** - hosted by our colleagues **Paul and Linda Frewin** [info@thebusinessnetworksheffield.co.uk](mailto:info@thebusinessnetworksheffield.co.uk)

**York and North Yorkshire** - hosted by our colleagues **Claire Flatters and Andrew Kendrick** [nwy@the-business-network.co.uk](mailto:nwy@the-business-network.co.uk)

**Exeter, Bristol and Taunton** - hosted by our colleagues **Sean and Jane Humby** [sean@business-network.co.uk](mailto:sean@business-network.co.uk)

**Liverpool** – hosted by our colleague **Len Rainford** – [len@business-network.co.uk](mailto:len@business-network.co.uk)

**South Humberside, Manchester and South Manchester** – **Helen Bennett** - [helen@business-network.co.uk](mailto:helen@business-network.co.uk)

**Chester** – hosted by our colleague **Tracy Griffiths** – [tracy@business-network.co.uk](mailto:tracy@business-network.co.uk)