

# Exeter Business Network June 10th 2010



## Timetable for today's Business Network Event

- |                   |   |
|-------------------|---|
| 11.45am – 12.30pm | Registration, informal networking and welcome drinks  |
| 12.35 – 12.40pm   | Take your seats for lunch   |
| 12.40 – 12.45pm   | Introduction by Sean Humby – Exeter Business Network Host   |
| 12.45 – 1.30pm    | Table presentations – exchange business cards, make your 3 minute presentation.   |
| 1.30 – 1.40pm     | 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 |
| 1.40 – 1.50pm     | Speaker – Helen Mattacott – Beacon Peninsula  |
| 1.50 – 1.58pm     | Closing comments from Sean Humby  |
| 2.00pm            | Close – please feel free to continue networking – a great time to make those appointments   |

NEXT EVENT Wednesday 14<sup>th</sup> July – The Lord Haldon Hotel – pre lunch seminar being hosted by Bluegrass Computer Services

## 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)

**Linda Humphries of Beck & Call**

**Tel 0845 0040188**

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**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**

Free initial property consultancy and subsequent fee share for you (up to 25% of what I earn) when I get a commission. Refer your business owner to me for property issues

**[randall@buildconsultants.co.uk](mailto:randall@buildconsultants.co.uk)**

**[www.buildconsultants.co.uk](http://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**

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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 are working 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 don't know where to start or would like assistance. 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)**

**Devon Air Ambulance Trust**

**Tel: 01392-466666**

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

**3-2-1 event – 15<sup>th</sup> June 2010**

**Golf Day – 7<sup>th</sup> July 2010**

**Motorcycle ride out – 11<sup>th</sup> July 2010**

**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**

Income tax returns for year to 5th April 2009 will be done for 10% OFF our normal fee [www.davidfrumin.co.uk](http://www.davidfrumin.co.uk)

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

**Anne Craib of Exeter 107.3FM**

**Tel 01392 823557**

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*Anne on 07846422603 for further details.*

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

**Barry Allaway (Independent Financial Adviser) of LEBC GROUP LTD**

**Tel: 01823 401155**

Your Pension or investments cannot take care of themselves - sometimes they need a little TLC. Let me help with some first aid, it may not be too late to revive them. A free review for all Network members. I am on call right now ! Barry Allaway, Independent Financial Adviser, LEBC Group Ltd ( 01823 401155 or [barryallaway@lebc-group.com](mailto:barryallaway@lebc-group.com))  
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**

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**Ron Halden of PENINSULAR ONE SOURCE**

**Tel: 01392 211900**

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**Jeremy Townsend of Picture of Health**

**Tel:01666 504718**

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**Vivienne Carnt of Red Earth Consultancy Invites you to**

***Managing Change: Keeping your people productive through growth & restructure***

***A half-day seminar on Wednesday 16 June 2010 at Exeter Golf & Country Club***

**25% Discount for Business Network Members**

Our seminar will consider the often overlooked 'people impact' of business change: why and how change affects your people, and the strategies you can put in place to help you retain valued staff and productivity during uncertain times, and build employee loyalty and long-term profitability.

Whether you're are growing your business, downsizing or simply moving office location, you will find this seminar invaluable. You will come away with a clear understanding of the people impact of change, and practical tips from 'those who know' for maximising your people's productivity as your change unfolds.

For more information, please contact Terri via:

Email: [terri@redearthconsultancy.co.uk](mailto:terri@redearthconsultancy.co.uk)

Phone: 0845 0036 360

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**Ros Morton of Regus**

**Tel:01392 314000**

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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.

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**Julie Cotgrave of Target Search and Selection**

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**Robert Guest of WPA**

**01404 815276**

WPA has various special offers for new joiners to all our schemes, This applies whether you have an existing scheme with another provider or want information on starting a plan.

[Robert.guest@wpa.org.uk](mailto:Robert.guest@wpa.org.uk)

[www.linkedin.com/in/robertguest1](http://www.linkedin.com/in/robertguest1)

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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 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 Tems 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** – **Tracy Griffiths** – **LAUNCHING** - 30th of June [tracy@business-network.co.uk](mailto:tracy@business-network.co.uk)