

29<sup>th</sup> April 2009



# Exeter Business Network News

## Welcome

**“When I quote others I do so in order to express my own ideas more clearly” – Michel de Montaigne**

**“The drops of rain make a hole in the stone, not by violence, but by oft falling.” - Lucretius**

**“Success in life, in anything depends on the number of people you can make yourself agreeable to” – Thomas Carlyle**

Today's seminar host - Trisha Stewart  
The Stewart Clinic and Residential Retreat

## How To Increase Productivity in The Workplace in the New Economy

Trisha has studied Energetic Medicine with the Energetix International College of BioEnergetic Medicine America, Wales and London. Other studies and qualifications include: The Association of Natural Medicine at Anglia University and The School of Complementary Health in Exeter. Trisha has constantly updated her qualifications and added to her skills with postgraduate courses. Trisha has been fortunate enough to have worked with widely acclaimed practitioners and doctors of naturopathy to include Dr. Cass of the Energetix International College and Stewart Mitchell (B Phil ) health educator, therapist and author of several books from the School of Complementary Health as well as others in the field of complementary health.

Trisha is a highly experienced professional therapist, her extensive studies have included Electro Dermal Screening, Anatomy & Physiology, Nutritional Therapy, Naturopathy, Hydrotherapy, Disorders of Diet, Stress Management, Corrective and Lymphatic Massage, Sports Massage, Thermo-Auricular Therapy (Hopi Ear Candles) and Fitness Instructor.

Having worked in the health industry for over twenty five years, Trisha has a wealth of experience with not only the skills she has learned and practiced but the “people skills” that are required to enable her to get her patients re-energized and well again, she believes in a team effort.



Trisha's approach to patients well being is a holistic one. The aim being to identify the root cause of the problem and to use specific treatments to aid recovery and maintain good health. Each program is individually tailored to the patients specific needs and where possible to their lifestyle.

### Contact Trisha

Main Tel: 01647 440440      Mobile: 0781 1367 883

Email; [trisha@trishastewart.com](mailto:trisha@trishastewart.com)

[www.trishastewart.com](http://www.trishastewart.com)

Photocopies courtesy of



Copies available Business Network SW website – [http://www.business-networksw.co.uk/seans\\_notes.php](http://www.business-networksw.co.uk/seans_notes.php)



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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)

### **David Thomas of Bluegrass Computer Services**

**Tel: 0870 351 9347**

**Control your IT costs and remove your IT problems at the same time.**

100% No Risk Money, Money Back Guarantee to members who book our FREE IT Health Check and allow us to support their system for one month. If you're not happy with the results simply let us know and you'll get your money back.

Your satisfaction and the delivery of excellent computer services is our number 1 priority. Which is why we guarantee all of our work.

Just call Steve Triner or Dave Thomas on **01392 207194** or email [david@bgcit.co.uk](mailto:david@bgcit.co.uk)

### **Catherine Petherick of BRISTOL STREET MOTORS**

**Tel: 01392 423300**

Remember When You hated taking tests?

Here is one you WILL enjoy!

Test drive the New Renault Megane and see for yourself!

Contact Catherine at Bristol Street Renault on 01392 423300

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

### **Joanne Caine of Cathedral Appointments Ltd**

**Tel: 01392 413577**

Office Space Available - Cathedral Appointments are based in the heart of Exeter in prime Southernhay offices. We currently have office space available for hourly, daily or weekly hire. Please call Joanne Caine on 01392 413577 for further details or to organise a viewing.

Reduced recruitment fees for Business Network members - 10% of annual starting salary plus free psychometric testing (on all jobs registered in April. Please call Joanne Caine on 01392 413577 or email [joanne@cathedralappointments.co.uk](mailto:joanne@cathedralappointments.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 Charlotte on 01392 453600 or email [charlotte.lambeth@charles-stanley.co.uk](mailto:charlotte.lambeth@charles-stanley.co.uk) for a free consultation

### **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

### **Ben Philpott of DARTINGTON HALL**

**Tel: 01803 847006**

Enjoy a complimentary night on us when you book your first nights B&B in one of our distinctive rooms. A two night break provides the perfect opportunity to explore the many activities on the estate, shop at the Dartington Cider Press Centre, wander through the Grade 2 listed formal gardens, enjoy one of the many live performances or films in the Barn Cinema. Finally dine in our unique 14th Century gastro-pub, the White Hart. Single Occupancy standard rate B&B First night £65 per room, second night free. Double Occupancy standard rate B&B First night £95 per room. Second night free. Please quote promotional code LB10 at time of booking. 10% discount in our shops at the Cider Press Centre

### **David Frumin of DAVID FRUMIN & ASSOCIATES**

**Tel: 01392 493394**

Income tax returns for year to 5th April 2008 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)



### **Linda Cleaves of LC MORTGAGES LTD**

**Tel: 01823 680830**

Lenders have some fantastic fixed rate and the only way with rates is up so now is a great time to secure a long term rate at a low cost. Ring Linda on 01823680830 for service with a smile. [www.lcmortgages.com](http://www.lcmortgages.com)

### **Olly Dymond of Digital Office Equipment Ltd**

**Tel: 01823 681110**

Digital Office Equipment Ltd is offering a free Ipod Touch with each Xerox A3 colour printer or A3 colour multifunctional device purchased or leased during March - See Olly Dymond for details **Tel: 07970 758196**

### **Anna Craib of Exeter 107.3FM**

**Tel 01392 823557**

Exeter FM would like to offer Business Network Members 25% discount off any airtime package taken over the next three months. For further details **contact Anne on 01392 823557**

### **Leon Tye of Exeter Property Services**

**Tel: 077707 43194**

Reduced rates for the following services, **Laminate flooring, Replacement windows and Doors, Great rates for Fencing and decking, Kitchens and Bathrooms, and external painting and decorating.....**

All estimates are free, NO VAT.....on anything

### **Glen King – Glen King Marketing & PR**

**07921 586911**

To fellow Business Network members:

I completed the first Exeter moonlight walk on 18<sup>th</sup> April and arrived back at the Arena at 1.30 am on Sunday. It is not too late to sponsor for these very worthy charities.

Equally this is not a pressure email and I fully understand if you are unable to do so on this occasion.

It is easy to donate just use the link below and donate on-line. Thank you for your support.

**[www.justgiving.com/glenking1](http://www.justgiving.com/glenking1)**

### **Langs Facts 'n' Figures**

**01752 881 900**

Influencing of people to help accomplish the goals of an organisation or company. It involves planning, organisation and guidance with the objective and impartial assessment. We can help with:

Management Accounts; Software sourcing and selection  
Cashflows ; Budgets; Training; Interim Management  
Business Start-ups; Sourcing Funding; Book Keeping

**07785 733 764**

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

**Tel: 01823 401155**

At a time when finances are stretched, and people are concerned about cash flow , investment returns and inflation, it is more than ever important to take a close look at your financial position. Are you minimising tax , taking the correct investment decisions, and have you placed your investments where they have potential to reward you ? I am pleased to offer a free financial wealth check to all Network members, which will take an in depth look at your situation. You will have the benefit of over 40 years experience in financial planning and the backing of a national firm of Independent Financial Advisers available to you. So why not speak to me to arrange a meeting ? BARRY ALLAWAY , LEBC GROUP LTD ( 01823 401155 )Please contact me on 01823 401155 or email: [barryallaway@lebc-group.com](mailto:barryallaway@lebc-group.com)

### **Mike Stock of N3 DISPLAY GRAPHICS (BRISTOL) LTD**

**Tel: 0117 965 5566 and 07989 019320**

To help you to stand out from the crowd N3 are making available a display unit for use by members who take the opportunity to have a stand at a lunch. The graphics will be printed at a much reduced price of £90 and can be re-used.  
**[mikes@n3displaygraphics.co.uk](mailto:mikes@n3displaygraphics.co.uk)**

### **Ron Halden of PENINSULAR ONE SOURCE**

**Tel: 01392 211900**

The next generation of display systems: The Aero Roller blind system is light weight, visually impactful and on offer from us complete with graphics and carry bags at £875 Ex VAT. Check our website for download visuals - Make a difference at your next exhibition

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

### **Julie Barrington of YOUR SPACE DESIGN**

**Tel: 0845 803 5833**

20% OFF all blinds and 10% OFF all curtains for all Business Network members and their families and friends. Ends 1<sup>st</sup> June 2009



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**Sarah Ingram & Peter Slater of POWER MARKETING –  
A different perspective?**

**Tel: 01392 211056**

Are you maximising your ROI on your marketing communications activity? Should you be spending more or less?

Have you set clear objectives? How do you measure your advertising effectiveness or are you carrying on regardless? We are offering a Free Marketing Audit.

Something which gives you focus, insight and the confidence to make changes to develop your communications - with the guidance of an experienced marketing and business consultant who's been practicing for over 15 years. This session will help move your marketing effectiveness up a gear. This is the start of a process – it won't solve all your challenges in one go but if you don't start you won't know how far you've come or what else you need to do

Please talk to **Peter Slater** or **Sarah Ingram** to arrange an informal meeting and discuss the next steps

**James Linton – Pulse 8**

**Tel – 01803 864545**

Why not try our hosting packages, providing everything you need to run your web site and e-mail accounts, including a control panel, webmail (so you can collect your e-mails from anywhere in the world) and comprehensive web site statistics. All from £9.25+VAT/month. Plus we'll give you a FREE i-Pod Shuffle! Contact pulse8 for more information on [ask@pulse8.co.uk](mailto:ask@pulse8.co.uk) or **01803 864545**.

We're local, friendly and you can put a face to a voice at the end of the phone. And don't forget we also offer a whole host of related design and internet services including design for print, broadband, web design and website design.

**Danny Frayne of**

**QUICKPRINT (SOUTH WEST) LTD**

**Tel: 01392 271739**

NEW DIGITAL SECTION:- 125 BUSINESS CARDS from print-ready PDF £51.12 - 250 A5 LEAFLETS from print-ready PDF £52.75 - Speak to Danny Frayne about these and many more exciting offers, or to obtain a price list.

LITHO SECTION:- 5,000 A5 Full Colour Leaflets from Print-ready PDF still ONLY £99.00.

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

**Ros Morton of Regus**

**Tel:01392 314000**

Can you operate your business from as little as £16.00 per month? Ask me how you can get great savings for your business through Regus. **Contact Rosalynd.Morton @ Regus.com**

**Steve Davey of SMARTCOMMS 4 BUSINESS LTD**

**Tel: 07974 748 550**

Professional Services Marketing

- Legal, Financial Services, Healthcare, Veterinary, Dentistry, Accountancy, Training, Coaching, IT

Special offer for Business Network Members

1 hour FREE initial consultation

or

Half day strategic marketing review focused on driving leads, appointments and sales for your business

- YOU DECIDE the fee

We would love to talk to ambitious companies.

**Call 07974 748550 now**

**[www.smartcomms4business.co.uk](http://www.smartcomms4business.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**.

**Jeremy Lucas of SUBWAY COWICK STREET**

**Tel: 01392 412400**

Free cookies and 10% discount on first business lunch order

**Julie Cotgrave of Target Search and Selection**

**Tel: 01803782211**

Invest in your sales team to get results!

Successful organisations know that investing in training is essential to motivating and retaining good people. At Target, we work with you to design a sales training programme specifically to support and develop your people. The good news is that you may be eligible for funding to help with this, so there has never been a better time to invest in training.

Need a sales person to win business and keep you ahead of the competition?

Gain access to the regions' top performing sales people!

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**Call today on 01803 782211 for an in-depth consultation.**



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**Linda Bennett of THE BEST OF EXETER**

**Tel:** 01392 248263

**Email:** [exeter@thebestof.co.uk](mailto:exeter@thebestof.co.uk)

May's 'An Evening with thebestof Exeter' is taking place at our new office building, Basepoint Business Centre!

**WHEN:** Thursday, 14 May from 6.00 - 8.00pm

**WHERE:** Basepoint Business Centre, Yeoford Way, Marsh Barton Exeter EX2 8LB

**TICKETS:** £8.00 per person for thebestof Exeter members for the networking, drinks and canapés & £10.00 per person for non-members

Set-up fee reduced from £97 to £70 for The Business Network members until June 2009.

**Trisha Stewart of THE STEWART CLINIC FOR HEALTH & WELLBEING**

**Tel:** 01647 440440

There is always something special when visiting the Trisha Stewart Clinic - come for a free consultation and find out how to get the best out of yourself [www.trishastewart.com](http://www.trishastewart.com)

**Emma Gilbert of THE THISTLE HOTEL**

**Tel:** 01392 312267

Call 01392 312273 for details of amazing offers! Thistle Hotel Exeter, Queen St, Exeter, Devon, EX4 3SP  
Direct Dial: 01392 312267  
Mobile: 07818 427648  
Email: [emma.gilbert@thistle.co.uk](mailto:emma.gilbert@thistle.co.uk)  
[www.thistlehotels.com](http://www.thistlehotels.com) [www.guoman.com](http://www.guoman.com)

Come and network with Business Network SW and Business Scene.

**Devon and Exeter Connections will be on 7th May from 5.30pm at the Fresha Cafe in Sowton, Exeter. Business Network SW have teamed up with Business Scene to offer you a night of open networking.**

Guest Speakers include

- **David Thomas** of Bluegrass Computer Services - 'Social Media: Can it help your business?'

Contact Andy Coote [andy@ecademy-press.com](mailto:andy@ecademy-press.com)

**NEW GENERAL MANAGER JOINS VEHICLE SAVE CONTRACT HIRE & LEASING** 5

The newly appointed General Manager for Vehicle Save Contract Hire & Leasing Limited based on Marsh Barton has been announced. Dan Curley aged 32 and currently living in Bournemouth, was raised in Exmouth and is actively seeking to re-locate to the Exeter area. With over 17 years experience in the motoring industry, Dan was instrumental in setting up and running a national leasing company in 2001.

**Jim Howard Managing Director Vehicle Save Contract Hire & Leasing said:** "We were delighted to secure the services of Dan. He will bring a wealth of experience and contacts within the contract hire and leasing industry to the role. Dan has some very exciting and ambitious plans which will add further value and growth to the business."

**For Business Owners  
New for Spring 2009!**

**“Break Through to  
Business Success”**

**7 Principles to Transform your  
Business by 30<sup>th</sup> September**

This 90 minute FREE Seminar will show you WHAT to change and HOW to do it.

**It will change the way you think  
about your Business forever.**

Find out how other local Business Owners have transformed their companies - and their lives – with comments like:

*"It has been quite incredible"*

*"The Best Business decision I've ever made"*

**This is for you** if your Business has great potential - but you just don't know how to get there on your own with your current way of doing things.

**For further details & to Book NOW!**

**01647 27 00 77**

or email: [julie@straightforwardbusiness.co.uk](mailto:julie@straightforwardbusiness.co.uk)

**StraightForward  
Business Ltd**  
Coaching & Development

**What do  
90% of  
successful  
companies  
have in  
common?**

**Learn How To  
Double Your  
Profits in 1 Year.**

- Find out why TIME management doesn't work!
- Discover the 1 thing that stops 95% of people from being a success in Business
- How a seven minute exercise will help you win new Clients
- Supported by  
- Exeter Chamber  
- Business Link

**Exeter Chamber  
of Commerce & Industry**

**Business Link**

**Weds 6<sup>th</sup> May  
Exeter Phoenix  
Gandy St, Exeter  
8.00am –Coffee  
Event: 8.30-10am**

# NETWORK CENTRAL 09

The South West's Largest Networking Event

Friday 15th May  
10am-4pm

Junction 24, Bridgwater

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



"Great to see so many people wanting to work with each other - and all of the networking organisations working together too!" *Andrew Parrott, Round Ash Associates (Network Central 08)*



"The event was good and well organised. It was a great way of introducing my company to a lot of people and making some very useful contacts. It has kick started my involvement in networking."  
*Geoffrey Moore, The Road Safety Solution Ltd (Network Central 08)*

With yet more organisations involved, Network Central 09 proves to be even bigger and better this year. Come along for the day to find out exactly how we can help you and your business develop, network with other business people through different platforms - including the ever-popular speed networking, and gain valuable insight from our speakers' presentations.

This year also sees the introduction of 80 pop-up pitches from businesses exhibiting - join us to find out how we can work together with other businesses and stand out from the rest!

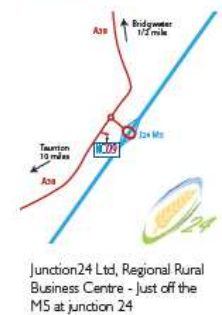
Refreshments are available to purchase throughout the day.

Register at this event today: [www.allnetworking.co.uk](http://www.allnetworking.co.uk)

#### ORGANISATIONS INVOLVED:



#### LOCATION:



### Exeter Business Network Devon Life offer

Dear Members

We have a **unique opportunity** to up the level of exposure for the Exeter Business Network and its members, through a specially designed section in the **June/July** issue of Devon Life. Please find attached a visual of a two page section for Devon Life, the section will contain words from describing the network, how it works and the benefits of networking for businesses. Alongside we have designed simple promotional boxes that each member can buy at **£99 plus vat** (normal price £244). The boxes allow for up to 150 words describing your business and one photograph of you, the network member - we feel it is important to show the faces behind the network to encourage new membership.

**Business Network Devon Life offer – Deadline for booking and copy is: 6<sup>th</sup> May 2009**

### Exeter Business Network Devon Life offer

If we can gain enough commitment then we will achieve a nice two page spread, if demand is high then we can go to four pages – that depends on you. If the demand exceeds this then we can produce the section over two months.

It is an opportunity to get in to **Devon Life** for a very cost effective rate and access the **140,000 AB**, educated, wealthy and discerning readers.

If you are interested please compile 150 word piece and return with a photograph to: [dcopy@archant.co.uk](mailto:dcopy@archant.co.uk) specifying the Exeter Business Network Devon Life offer

**Business Network Devon Life offer – Deadline for booking and copy is: 6<sup>th</sup> May 2009**

**Our Speaker today is Hugh Doxat-Pratt of Alpha Financial Consultants**

**“Financial Planning – A journey into the future”**

**A precursor to Hugh’s seminar in May**

“At Alpha, we believe that it is our values that make us stand out in the crowd. We like to spend time getting to know you so that we can guide you through life’s journey, taking care of your financial well-being every step of the way”

**Leadership:** We will help our clients to articulate realistic dreams and provide the leadership needed to keep these dreams in sight.

**Integrity:** We will build our clients' trust by being fair, open and honest in all that we do.

**Creativity:** We will strive to provide inspirational solutions that surpass our clients' expectations.

**Well-being:** We care about our clients' well-being and will help them use their financial resources to achieve a balance between their immediate needs and long-term dreams.



Email: [office@alpha-financial.co.uk](mailto:office@alpha-financial.co.uk)

Telephone: 01803 616703

[www.alpha-financial.co.uk](http://www.alpha-financial.co.uk)



**EXETER BUSINESS NETWORK  
DIARY DATES 2009**

Seminars start at 10am for coffee, followed by free range networking from 11.45am  
Sit for 2 course networking lunch at 12.30pm. Finishing at 2pm

| MONTH     | DATE/VENUE                       | Seminar<br>Speaker   |
|-----------|----------------------------------|--|
| JANUARY   | 21<br>THISTLE HOTEL              | Secrets of successful networking – BNSW<br>St Loyes Foundation   |
| FEBRUARY  | 25<br>Lord Haldon                | St Loyes Foundation - Funding for your business<br>Julie Barrington – Your Space Design<br>WNW Design                          |
| MARCH     | 18<br>LORD HALDON                | Trisha Stewart Clinic for Delivering Health & Wellbeing<br>Trisha Stewart Clinic for Delivering Health & Wellbeing             |
| APRIL     | 29<br>SANDY PARK                 | Alpha Financial Consultants<br>After event seminar – Bristol St Motors   |
| MAY       | 20<br>THISTLE HOTEL              | Alpha Financial Consultants<br>Dartington<br>Clare Whiston   |
| JUNE      | 17<br>LORD HALDON                | N3 Display Graphics<br>Jonathan Alder<br>Alder & Alder   |
| JULY      | 15<br>EXETER GOLF & COUNTRY CLUB | Wendy Wills Wills2Win  |
| AUGUST    | 12<br>SANDY PARK                 | Wendy Wills Wills2Win<br>Roger Moore Associates<br>Roger Moore Associates  |
| SEPTEMBER | 16<br>EXETER GOLF & COUNTRY CLUB | Hartnell Chanot & Partners   |
| OCTOBER   | 21<br>LORD HALDON                | Springboard Marketing, Printing.com,<br>Anthony McGloin Straight Forward Business<br>Anthony McGloin Straight Forward Business |
| NOVEMBER  | 18<br>EXETER GOLF & COUNTRY CLUB | Nigel Wilkinson – WNW Design<br>Cause Related Marketing  |
| DECEMBER  | 16<br>SANDY PARK                 | Christmas Event  |