

18th March 2009



Exeter Business Network News

Welcome

Business Network SW is going sustainable...inspired by the Sustainability event at Dartington last week. From today there will be less paper used – copies of the seating plan and business information will be available on each table (& for new visitors) and will also be on display at each event. There is a copy available to view on the website and the seating plan will be emailed to all those who attended (copy also available in Members' area of website).

The sustainability continues with the fact that you have the opportunity of presenting yourself and your business to numerous people in one place. If we all do something – no matter how little – then things can change.

Networking and sustainability - "The drops of rain make a hole in the stone, not by violence, but by oft falling."

Seminar Host today



Nigel Wilkinson

With extensive sales and marketing experience, Nigel's vision for WNW Design Ltd is to support clients, to ensure that their websites and off-line marketing work together to maximum results.

"WNW Design creates high quality websites for small and medium sized businesses. We give value for money to our clients by designing interesting and informative websites that achieve the client's individual needs.

We provide a complete Internet service, from strategy to marketing; ensuring the client has a successful website and Internet presence."

Based in Exmouth, WNW Design was started in January 2000 by Nigel to meet the rapidly growing demands of local businesses who felt they needed to develop a presence on the Internet but were confused by the technology and jargon surrounding it.

Since then WNW Design has expanded steadily; increasing our range of services, our portfolio of clients and the team dedicated to servicing them. Our local office presence means we are easy to contact and our commitment to customer service means we do all we can to ensure your Internet strategy is successful.

A Limited Company since 2003, WNW Design received the prestigious Investors in People Award in 2005, which demonstrates our commitment to developing our staff, their skills and the services we can offer to our clients.

Nigel believes the success of the company is largely due to first class customer service and the use of plain English when talking to clients, "There is so much jargon used on the Internet that it can be intimidating. We find out what the customer needs, explain each step in understandable terms and work with them to create the website they want."

Tel: 0845 658 8310

Email: info@wnwdesign.co.uk

Photocopies courtesy of



Today's speaker - Trisha Stewart The Stewart Clinic and Residential Retreat

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

www.trishastewart.com



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Alison Upton of ABBEY BUSINESS

Tel No: 01626 824832 or 07949 918222

6th Month Fixed rate bond available for businesses with £50K or more - paying 2.6% - limited availability!

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**

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**

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**

Tony Cannon of Buckerell Lodge Hotel

Tel 01392 222620

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Invitation

You are cordially invited to an Open Day at the Buckerell Lodge Hotel. See our facilities for conferences, seminars, training & boardroom meetings.

Experience our hot & cold conference buffet being served from 12.30-2pm with our compliments or just come in for a coffee, look round and meet the team.

Friday 20th March 12pm - 4pm

R.S.V.P

to 01392 222625 by 17th March
Buckerell Lodge Hotel, Topsham Road, Exeter, EX2 4SQ

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 March & April. Please call Joanne Caine on 01392 413577 or email

joanne@cathedralappointments.co.uk



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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 for a free consultation

Clare Whiston - HYPNOTIST, COACH, THERAPIST & PHOTOREADING INSTRUCTOR

Tel: 0845 124 9984 or +44 1626 853747

Email: Clare@ClareWhiston.com

The next PhotoReading course is the weekend of 28/29 March 2009 and will be held at The Globe School for English in St David's Hill, Exeter - double your reading speed in a weekend

As a reflection of more challenging financial times, if you book your place by the end of this month there is a reduction of £100 making the course fee £395. After that time it will be at the standard rate of £495. This fee includes all the course materials including the book PhotoReading by Paul Scheele, PhotoReading 'playbook', PhotoReading Activator paraliminal CD, and PhotoReading Tips & Insights CD.

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

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 enquiry@davidfrumin.co.uk

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



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Langs Facts 'n' Figures

01752 881 900

The new name for Lang Consultancy. 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:

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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

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 wealthcheck 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

Mike Stock of N3 DISPLAY GRAPHICS (BRISTOL) LTD

Tel: 0117 965 5566

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.

Ron Halden of PENINSULAR ONE SOURCE

Tel: 01392 211900

Full Colour 'TO DO' pads with your logo and message - a great and effective promotional give away. DL size with 1-25 'To Do's' on each of the 30 leaves. On the last page, last entry we will also print 'Contact Ron Halden now. £175 for 100 pads, £375 for 250 pads
www.peninsular.co.uk

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

Easter Eggscellence from pulse8! 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 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



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Steve Davey of SMARTCOMMS 4 BUSINESS LTD

Tel: 07974 748 550

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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 proactive 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

Anthony McGloin of STRAIGHT FORWARD BUSINESS LTD.

Tel: 01647 27 00 77

You're invited

- to attend the next "90 Day Success System"
- The Straight Forward 90 day Success System is a brilliant planning process for your Business, culminating in a full day of Coaching, Training and Masterminding on 31st March.
- Using unique Business Owner Planning beforehand, you'll arrive at the day itself with your plan for the next 3 months 100% complete.
- On the day itself, we'll focus on putting everything into ACTION, creating a real discipline for the next 90 days to ENSURE you complete all your planned objectives and Goals. We'll be exploring why some things work really well for some, while not for others. We'll identify what you've been missing up to now and help you establish that discipline to see everything through.

A select number of other companies are being invited on a first to book, at an investment of £397 + vat.

To help you get the most from the process, your investment also includes a special one hour

**Success System Teleseminar/Webinar Briefing Session
20th March at 3pm**

This will help you understand how to complete everything in advance, and address any difficulties or questions you may have, so that you complete your plan by the 31st.

The SUCCESS of your Business in the second quarter of 2009 will be in direct proportion to the amount of thought, focus, discipline and resolve that you put into its planning in the second half of March.

Your main activity before the 31st will therefore be PLANNING the next three months. You receive everything necessary and all the tools to do this. That's what we'll cover during the Success System Briefing Session.

The 90 Day Success System is a great way to regain control of any parts of your Business that may have "slipped" over recent times. You'll also be introduced to the principle of Masterminding.

It will be an energising day which is designed to catapult you straight into the first of your next 90 days (the following morning) with an energy and focus that will get you off to a great start.

Venue on 31st March is The Exeter Thistle and the day will run from 9.30am to 4.30pm, with a working lunch included.

The final deadline for booking is the 19th March but we expect the final places to have gone long before then.

Tel:01647 270077



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?

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

Linda Bennett of THE BEST OF EXETER

Tel: 01363 774779

Email: exeter@thebestof.co.uk

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

As recommended on

thebestofexeter

www.thebestof.co.uk/exeter

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 Ros Morton @ Regus

Trisha Stewart of THE STEWART CLINIC FOR HEALTH & WELLBEING

Tel: 01647 440440

Book Your Health MOT with me for the month of March at the reduced price of £150.00 for a FULL HEALTH SCREENING - I can identify any weaknesses or imbalances and nip them in the bud before they manifest into disease. Most people spend their health getting wealthy and their wealth trying to buy back their health!

www.trishastewart.com

Emma Gilbert of THE THISTLE HOTEL

Tel: 01392 312267

Call [01392 312273](tel:01392312273) for details of amazing offers!

Thistle Hotel Exeter, Queen St, Exeter, Devon, EX4 3SP

Direct Dial: 01392 312267

Fax Number: 01392 495526

Mobile: 07818 427648

Email: emma.gilbert@thistle.co.uk

www.thistlehotels.com www.guoman.com

Simon Curtis of VEHICLE SAVE CONTRACT HIRE AND LEASING

Tel 01392 250859

Free fleet or vehicle audit for any member - not a veiled selling tactic, we will genuinely look at what you have and give you advice and guidance on how to operate to best effect, taking account of the new taxation regime coming into force in April 2009

www.vehiclesave.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 1st June 2009



NEWS

Simon Curtis General Manager of Vehicle Save Contract Hire & Leasing is becoming well known locally as the Exeter FM's fuel and motoring expert and can be heard on the Colin Slade show every Thursday at 11 am.

On the 19th March Simon will be joined by a senior spokesperson from the Devon & Cornwall Safety Camera Partnership for a live phone in. If you have any burning questions about any aspect of speed cameras, how accidents are being reduced in the local area or any other concerns then email Simon and he will raise these on your behalf. Alternatively, you can contact the studio direct on the 19th March.

Devon & Cornwall Safety Partnership –

Frequently asked Q&A's can be found on -

<http://www.dcsafetycameras.org/faqs/general.aspx>

Partners include Devon County Council/ Cornwall County Council/ Plymouth City Council/ Torbay Council/ D&C Constabulary / The Highways Agency/ Her Majesty's Court Service

E: simon.curtis@vehiclesave.co.uk

W: www.vehiclesave.co.uk

Exeter 107.3 fm

Colin Slade: 01392 829173

April Event Details 29th April 2009 at Sandy Park

Seminar being hosted by Trisha Stewart of The Stewart Clinic

How To Increase Productivity in The Workplace in the New Economy

The seminar will be centred around how to get the best out of yourself and your team by using the correct foods to increase energy production and clarity of thought.

Top flight people need top rate nutrition – just as an athlete needs to build a good eating programme into his/her training – wannabe top business people and entrepreneurs' really do need to take care of themselves.

How many people do you know who have spent their health becoming wealthy and their wealth trying to buy back their health!

Don't be one of those people – come to this seminar and learn how to look forward to your days off, holidays, children and family time and retirement when you can spend all your hard-earned money on the luxuries they were intended for.

Health is NOT a luxury it is a necessity – without health you have nothing.

www.trishastewart.com