

# Bristol Business Network



**April 14th 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 – Bristol 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 – <b>Matt Richardson – Chorus IT</b>  |
| 1.50 – 2.00pm     | Announcements from Sue Tumelty – The HR Dept, Sarah Whittock – Davies and Partners  |
| 2.00pm            | Please feel free to continue networking - – a great time to make those appointments. Feel free to take advantage of the hotel facilities to continue your discussions and conversations   |

**Next event – May 12<sup>d</sup> – Clifton Pavilion, Bristol Zoo Gardens. Seminar hosted by Davies and Partners – Tribunals – dispelling myths and hints and tips to avoid having cases brought against you**



**01392 362088**

## Seminar - An insight into the world of winning tenders

Hosted by Ways2Win.

Did you know?

- 175 Billion Pound spend a year by public sector
- 70,000 Invitations to tender each year
- 16% of contracts above the threshold go to companies with 10 employees or less.
- Public sector organisations want to work with Small to Medium sized businesses.

Ways2win is a tender writing and tender training organisation specialising in helping you win new business in the public and private sectors through competitive tendering.

WAYS2WIN Ltd  
01392 248548

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**Chris Gordon of AUDITEL LTD**

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We will review you or your clients costs for free – consultancy on a no-savings, no-fee basis delivered by the UK's number one cost management organisation. We can look at over 150 cost categories from energy to telephones, insurance to stationery to business rates.

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**Nick Porter of BLUE ARROW**

**Tel: 01179 544 694**

With over 15 years experience in executive search Nick Porter at Blue Arrow welcomes enquiries from members looking for employment advice.

Nick can provide current recruitment intelligence on your business sector including up to date applicant numbers, salary expectations, talent movement and market opinions.

If you or someone you know is looking for that next career step, requires recruitment advice or has a vacancy please feel free to contact him on 01179 544694 or email [nicholas.porter@bluearrow.co.uk](mailto:nicholas.porter@bluearrow.co.uk)

**Karl Ellis of EBRS**

**Tel: 01454 501686 Mob: 07868 745758**

***Are you making the most of your reward spend?***

***As one of your largest business expenses, it makes sense to review this regularly. Savings can be made by targeting your reward spend effectively and by providing your reward components as efficiently as you can. Our Reward Review is a flexible offering that we can tailor to your organisation's needs.***

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***Contact Karl Ellis on 01454 501686 to talk about how we can help.***

***Contact Karl Ellis on 01454 501686 for more details.***

**[karl.ellis@ebrs.co.uk](mailto:karl.ellis@ebrs.co.uk)**

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

**Fiona Hallworth of Clifton College**

***Holiday Activity Clubs for 3-16 Year olds - discount available.***

***Residential sports course for boys and girls in U16 cricket, hockey, football, rugby April and August.***

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**Simon Barber of Filebase**  
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**Three months free storage for any company signed up from The Business Network**  
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**Stephen Gibb of MEMORANDUM LTD**  
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**Helen Drake of MERCURE HOLLAND HOUSE HOTEL & SPA**  
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*We now have in-house a state-of-the-art digital cutting and routing service. The Zund cutter will increase our productivity in our day-to-day cutting, but also enhance our 3D routing service. Essentially, we can cut anything from vinyl and posters, to acrylic, aluminium composite and MDF up to 25mm thickness. Making 3D cut lettering and logos for typical signage requirements for new and existing customers and trade.*

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"The most important development since penicillin"

Dr. William Code, MD

This product will have a profound effect on the quality of life of millions of people all over the world, including everyone of us who lunch in Bristol, Taunton and Exeter. Plus our families, friends and acquaintances.

Intrigued? Curious? For details talk to Jeremy Townsend on 01666 504718

**Inge Dowden of Polyglot Coaching**

**0117-3704204**

*Pre-register your interest in our Personal Development Journal by going to the website [www.polyglotcoaching.co.uk](http://www.polyglotcoaching.co.uk) and receive a £5 discount off the RRP of £23.50*

*Contact me for more details: [inge@polyglotcoaching.com](mailto:inge@polyglotcoaching.com) or 0117-3704204 [www.polyglotcoaching.com](http://www.polyglotcoaching.com)*

**Tina Scarrott of Regus**

**0117905 8700**

We would like to offer £50 off a Business World Gold Card. These cards which are usually £199, are available for £149 for any Business Network members. With a gold card you have full access to our centres and business lounges allowing you to work productively when away from your home or office. [www.regus.co.uk](http://www.regus.co.uk)

**Sian MacGowan of SURE TEAM LTD**

**Tel: 01666 503686**

Sure Team provides a free 1 hour consultation to discuss your health and safety needs.

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

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**Neil Kinnerly of THE BEST OF BRISTOL LTD**

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From The Best of Bristol 25% off one years advertising for members of the Business Network.

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**What to do back at the office**

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**

## ***Nibley Music Festival***

**Probably the prettiest festival location ever on top of the Cotswold Edge**

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

**If any business wants to sponsor this year we have a cheap as chips package:  
£50 gives you 3 adult tickets (worth £42 on the gate), logo and link to your website on our website, logo in the programme and logo in the beer tent.**

**After Tax you are in profit!! (we are doing bigger sponsorship packages too)**

**2,500-3,000 lovely middle class families with spending power  
Probably the prettiest festival location ever on top of the Cotswold Edge and fantastic music, food and drink (plus more free kids activities than you could believe)**

**Sat July 3<sup>rd</sup> 2-11pm**

**Contact Chris Gordon for more details**

[chris.gordon@auditel.co.uk](mailto:chris.gordon@auditel.co.uk)