

# Bristol Business Network News



January 13th 2010

## **i** 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 **i** Speaker – Wendy Wills of Ways2Win – Winning Competitive Tenders  
1.55 - 2.00pm Closing comments from Sean Humby – please feel free to continue networking – a great time to make those appointments  
2.00pm Feel free to take advantage of the hotel facilities to continue your discussions and conversations

**i** Next event – February 3<sup>rd</sup> Redwood Hotel – Seminar being hosted by The HR Dept **i**



01392 362088

### **Speaker today**

#### **Wendy Wills of Ways2Win**

Wendy is the Managing Director and sets out the direction for the ways2win business tendering organisation, **winning competitive tenders** on behalf of clients throughout the UK and internationally. With professional clinical qualifications – and having held senior management positions within the NHS – Wendy understands how to win public sector tenders.

Wendy works closely with procurement professionals, helping them to reach more companies that want to compete for public sector and private sector contracts. Buyers receive increased options as the number and quality of applications increases, and suppliers become aware of more opportunities. Through working with procurement professionals, Wendy gets an insight into the latest **tender evaluation** processes

**enquiries@ways2win.co.uk**

+44 (0) 1392 248 548

+44 (0) 1392 894 910

07545 243 604

[www.ways2win.co.uk](http://www.ways2win.co.uk)

#### **Chris Gordon of AUDITEL LTD**

**Tel 01453 542495**

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.

Even if you are a small organisation or a sole trader there is probably something we can do for you.

We will happily pay a finders fee for introduction to larger clients. [www.auditel.eu.com/chrisgordon](http://www.auditel.eu.com/chrisgordon)

#### **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)

**Steve Leahy of BRIDGWATER COMMUNICATIONS SW LTD**

**Tel: 08708 308649**

Free Mobile Broadband Dongle and connection to O2 Mobile Broadband and first three months free. Normally £12.77 per month + vat. Also Free telecoms overview for any Business Network member, no obligations.

[steve@bridgewatercommunications.co.uk](mailto:steve@bridgewatercommunications.co.uk)

**GWS Media Ltd.**

**0117-9724835**

Moved on 7 December 2009 to new offices at 30 Queen Charlotte Street, Bristol BS1 4HJ. This is a central location between Baldwin Street and Queen Square where we will have twice our current space, giving us more room to offer services to clients such as filming and photography.

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

**Oliver Moore of Matthew Fairweather Design**

**01179 118878**

“30% off Artwork”

This January we are doing our first Sale,

No Gimmicks - 30% Off Artwork when you place an order with us in January 2010.

Call Oliver on 01179 11 88 78 or email [oliver@matthewfairweather.co.uk](mailto:oliver@matthewfairweather.co.uk) for more details

See our website for terms and conditions

[www.matthewfairweather.co.uk/terms.html](http://www.matthewfairweather.co.uk/terms.html)

**Stephen Gibb of MEMORANDUM LTD**

**Tel:0845 625 6000**

Frank-It Franking machine supplies. Up to 40% off Pitney Bowes and Neopost SRP on your first order [www.memorandum.co.uk](http://www.memorandum.co.uk)  
Pitney Bowes and Neopost (Franking Machine manufacturers) state you have to buy your consumables and ink from them. It's a little known fact that you don't have to. **Frank-it.co.uk is 40% less expensive!**

[http://www.frank-it.co.uk/franking\\_machine\\_refills\\_supplies/the-law-is-on-your-side](http://www.frank-it.co.uk/franking_machine_refills_supplies/the-law-is-on-your-side)

**Helen Drake of MERCURE HOLLAND HOUSE HOTEL & SPA**

**Tel: 01179 689 850**

Spa Naturel, 20% discount on all treatments booked Tuesday to Thursday, Special fitness memberships from £35 per month including free treatments [www.mercure-uk.com](http://www.mercure-uk.com)

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**Nigel Peeck of N3 DISPLAY GRAPHICS LTD**

**Tel: 0117 965 5566**

\*\*\* SPECIAL OFFER\*\*\*

Your choice of picture scanned and produced onto a box canvas A3 @ £25 / A2 @ £35

A3 Box Canvas Free with any banner stand (from £110) order placed in January

[www.n3display.co.uk](http://www.n3display.co.uk)

**Jeremy Townsend of PICTURE OF HEALTH**

**Tel: 01666 504718**

"This product, in my opinion, represents the single most important breakthrough in health that I will witness in my lifetime"

Dr. John Nelson, past president American Medical Association.

"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**

A completely FREE 1 hour power coaching session for anyone who can give me a good quality referral into a business with  
between 5 and 249 staff who might qualify for a Train to Gain grant of up to £1000. Contact me for more details:

[inge@polyglotcoaching.com](mailto:inge@polyglotcoaching.com) or 0117-3704204 [www.polyglotcoaching.com](http://www.polyglotcoaching.com)

**Gareth Davies of Rapid Results Marketing**

**0844 556 1260**

FREE Hidden Profits Meeting by visiting [www.marketingfixit.co.uk/garethdavies](http://www.marketingfixit.co.uk/garethdavies)

Finding the Hidden Profits lying dormant in your business

**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)

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**James Short of STRATEGIC PLANNING SOLUTIONS**

**Tel: 01275 848991**

SPS offer one hour free business planning health check: decide where you are going & how to get there [www.talktosps.com](http://www.talktosps.com)

**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)

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

**Tel: 01454 228 213**

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

[www.thebestof.co.uk/bristol](http://www.thebestof.co.uk/bristol)

**Duncan Laker of WELCOME TELECOM LTD**

**Tel: 0870 7777011**

Reduce costs; reduce your carbon footprint with Fax 2 e-mail. WELCOME offers a full range of numbers that can deliver faxes to your inbox. Free to set up this service means that you only print the faxes you need to. [www.welcometelecom.co.uk](http://www.welcometelecom.co.uk)

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First of all, a Happy New Year to you!

2010 has started with the whole country being "snowed in".....everything outside has been transformed by a beautiful carpet of snow. So why not transform things "inside", by taking advantage of our great winter promotion.

**20% off all new orders in January!**

Not only are we holding back on the 2.5% rise in VAT...we are also taking 20% off all new enquiries made in January.

### **DARREN'S CORNER**

***Look after your business from the entrance!***

First impressions count, and customers only need a couple of seconds to make up their minds about your business.

Therefore it is important to have a tidy entrance. Are people trudging dirt and snow into your premises? Is your mat looking tired?

For as little as £16 per sq metre, we can freshen up your entrance area with a wide range of colours and matting products, also ensuring your carpet stays cleaner for longer. Darren can bring samples directly to you, providing a free no-obligation estimate.

Tailored Flooring

Tel: 0117 973 3393



### **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**





Eddie Farwell,  
Chief Executive and Co-Founder of Children's Hospice South West

Cordially invites you to the exclusive

## Annual Chief Executive's Reception

At Charlton Farm, Charlton Drive, Wraxall, Bristol BS48 1PE

On Wednesday 20<sup>th</sup> January 2010

Tours of Charlton Farm are available from 3pm at ten minute intervals until 4pm and then again from 6pm until 7pm. Tours last approximately one hour.

Eddie Farwell will welcome you in our hospitality marquee after your tour to thank you personally for your support during 2010.

RSVP

Helen Thomas, Fundraising Administration Supervisor  
Email: [helen.thomas@chsw.org.uk](mailto:helen.thomas@chsw.org.uk)  
Tel: 01275 866600



Making the most of short and precious lives across the South West  
01275 866600 [www.chsw.org.uk](http://www.chsw.org.uk)

### Seminar and speaker opportunities

An opportunity for you to inform, enlighten and showcase your expertise

Business network provide the room, the coffee, equipment and handle all bookings

You also have the opportunity to invite your clients/potential clients along.

"Knowledge is of two kinds: we know a subject ourselves, or we know where we can find information upon it" – Samuel Johnson

### Dates available in 2010

**Seminars up to 90minutes - July, August, October, November & December**

**Speaker slots up to 10mins – April, June, July, August, September, October, November**

If you would like to book a seminar or speaker slot contact [sean@business-network.co.uk](mailto:sean@business-network.co.uk)