

Exeter Business Network January 20th 2010



Timetable for today's Business Network Event

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|-------------------|---|
| 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 Mary Jane Campbell –Simpkins Edwards |
| 1.50 – 1.58pm | Closing comments from Sean Humby – announcements from Vivienne Carnt, Malcolm Colegate and Anthony McGloin |
| 2.00pm | Close – please feel free to continue networking – a great time to make those appointments |

NEXT EVENTS - **February 10th Thistle Exeter – Seminar being hosted by South West ICT** - NEXT EVENTS
March 11th Lord Haldon Hotel – seminar available



Members offers and opportunities

Gerry Bolt of 365 Promotions Ltd

Tel 01626 202220

During 2010 all orders placed will be allocated a lottery number in the DAAT lottery on the week of the invoice and could win up to £1,350!!!

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gerry@365promotions.co.uk

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.

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Email: Steve@amesolutions.co.uk

Helen Mattacott of Beacon Peninsula

Tel 01392 479330

Expert Business coaching using Ology tried, tested and guaranteed methods through Helen Mattacott. She is qualified and experienced in management training and business coaching and is the only Ology coach in the South West. Testimonials available. FREE initial meeting and business health check and discounted first month of coaching.

helen@beaconpeninsula.org.uk

www.beaconpeninsula.org.uk

Linda Humphries on of BECK & CALL UK

0845 004 0188

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David Thomas of Bluegrass Computer Services

Tel: 0870 351 9347

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01392 207194 or email be at david@bluegrasscs.com

Catherine Petherick of BRISTOL STREET MOTORS

Tel: 01392 423300

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email cpe52@bristolstreet.co.uk

Malcolm Randall of Build Consultants Ltd

Tel: 0845 3266139

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randall@buildconsultants.co.uk

www.buildconsultants.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

For a free consultation Charlotte on 01392 453600

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

Chris Reader of CR HR CONSULTANCY

Tel: 01626 352216

- A FREE HR audit for Business Network members

www.crrh.gb.com

Chris Wood of CW IT Services

Tel: 07805 512979

Is it a happy new year or are you suffering from the same old IT issues? Contact Chris at CW IT Services on 07805 512979 to have them resolved by a friendly local IT professional. Free callout within 15 miles of EX2 (callout charge is applicable outside this radius). Remote support is also available

support@cwit.co.uk

www.cwit.co.uk

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**

enquiry@davidfrumin.co.uk

Anna Craib of Exeter 107.3FM

Tel 01392 823557

25% of any airtime package booked on Exeter FM, Palm 105.5 or our New Radio Station Radio Plymouth launching spring 2010. call Anne on 07846422603 for further details.

www.exeter.fm

Rebecca Weaver of Gumshoe UK Ltd

Tel 07791 060062 and 01392 661347

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GumshoeUK is an independent consultancy offering hospitality management advice for the hospitality industry and licensed trade. We have the knowledge and resources to assist in your business.

info@gumshoeuk.com

<http://gumshoeuk.com>

Clare Whiston of Knowledge Gateway Ltd

0845 124 9984 or +44 1626 853747

Due to high demand, I'm running an additional free introductory seminar to PhotoReading. You will learn how you can keep up-to-date with all the things you need to read, and how you can even get ahead of yourself! Please do take a note of the course dates below because I'll be talking about a special offer you'll be able to take advantage of at the seminar. **Limited spaces for the 18th-19th February 2010 PhotoReading course.**

Introductory Seminar - Thursday 28th January at 1730-1930

Venue: Basepoint, Yeoford Way, Marsh Barton Trading Estate, Exeter EX2 8LB

Cost: Free of charge

info@LearnPhotoReading.co.uk

www.LearnPhotoReading.co.uk www.ClareWhiston.com

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

Please contact me on 01823 401155 or email: **barryallaway@lebc-group.com**

Oliver Moore of Matthew Fairweather Design

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Tel: 01392 211900

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ronhalden@peninsular.co.uk

www.peninsular.co.uk

Jeremy Townsend of Picture of Health

Tel:01666504718

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Danny Frayne of

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Ros Morton of Regus

Tel:01392 314000

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Susan Meldon Simply Assisting You

Tel:01392 248247

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Steve Davey of SMARTCOMMS 4 BUSINESS LTD

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steve@sc4business.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**.

Anthony McGloin of Straight Forward Success

Tel 01647 270077

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Anthony@straightforwardbusiness.co.uk

Julie Cotgrave of Target Search and Selection

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Linda Bennett of THE BEST OF EXETER

Tel: 01392 248263

BNSW members for the joining fee to be reduced to £99 + VAT (a saving of £50).

Email: exeter@thebestof.co.uk

Nigel Wilkinson of WNW Design

Tel: 0845 588310

£100 donated to West England School & College for Children & Young People of Little or no Sight for each hosting client in 2010

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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

www.linkedin.com/in/robertguest1

Exeter Business Network Members Charity Challenges

Anne Craib – Exeter 107.3FM – participating in the Arctic Challenge for ELF is a **local charity working to relieve sickness amongst people suffering from leukaemia** and related diseases in Devon and the surrounding areas. **Contact Anne on 07846422603 for further details.**

Steve Davey – Smartcomms 4Business. On 4 - 7 March 2010 I am undertaking a Ski Marathon in Italy with the objective of raising a considerable sum of money for **Scope**, a fantastic charity dedicated to **helping children and adults with cerebral palsy**, which is a physical condition that affects movement.. **24 peaks in 48 hours**, that's the equivalent of Everest twice, dawn to dusk skiing over 2 days, virtually non-stop - a huge endurance test. If you can contribute in any way, however small, please visit www.justgiving.com/steveskis4scope where you can sponsor me.

What 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