

Exeter Business Network March 11th 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 – Jeremy Townsend – Picture of Health |
| 1.50 – 1.58pm | Closing comments from Sean Humby – announcements from Jeremy Robinson – Captiva; Robert Guest – WPA; Jonathan Alder – Alder and Alder |
| 2.00pm | Close – please feel free to continue networking – a great time to make those appointments |

NEXT EVENTS – **April 21st The Thistle Hotel –Seminar being hosted by Alder and Alder - NEXT EVENTS**



Members offers and opportunities

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

Helen Mattacott of Beacon Peninsula

Tel 01392 479330

FREE Training

For March only businesses with only 2 plus members of staff, including partnerships, can apply for £500 of Leadership and Management Training Funding from Business Link. Contact me, Helen Mattacott. to submit the referral form for you and reserve your place on the following on one or both seminars:

Why do people drive you mad?

Understand behaviour, work to your weaknesses and strengths and learn how to adapt to others' to ensure harmony in the office and better sales. Seminar fees include your own personal 20 page Behavioural DISC analysis for use long after the course finishes. You will never regret this session!

Where? Exeter

When? Wednesday 19th May

Cost: £240 plus VAT

Powerful Strategies to move your business to another level. Guaranteed!!!

Do you really want to make a success of your business?

Where? Exeter

When? Wednesday 19th May

Cost: £190 plus VAT

Contact: helen@beaconpeninsula.org.uk

www.beaconpeninsula.org.uk

Linda Humphries of Beck & Call

Tel 0845 0040188

Yes we can!

A popular term isn't it, but what do we mean?

- **We can handle any of your office admin project!**
- **We can help you with your accounts management!**
- **We can help you with marketing projects like telesales!**

More importantly, yes, we can help you reach your business goals faster

Now during March get your collection of business cards put on a database for only a TENNER (increments of 30), this includes us sending your contacts an initial contact email on your behalf!

Call us now on 01392 660888 to find out more!

Steve Triner of Bluegrass Computer Services

Tel: 0870 351 9347

5 ways to problem free computing & control of your IT costs from Bluegrass Computer Services

1. Immediate access to an expert response to all your computer problems
2. "Live" Support Team always available – plain English help when you need it most
3. External proactive monitoring of your server, even out of office hours
4. 100% No Risk, Money Back Guarantee to the first 10 who use our support for one month
5. Free IT Health Check....worth £197. Book your extensive 20 point IT check-up NOW!

This is a **100% No Risk, personal Money Back Guarantee.**

We will also give you our **FREE GUIDE**, 'Make IT work for you - a 20 minute guide to technology for smaller companies'.

To find out how your business can benefit from problem free computing call David Thomas

01392 207194 or email be at david@bluegrasscs.com

Catherine Petherick of BRISTOL STREET MOTORS

Tel: 01392 423300

Super Hyundai Contract Offers now available for both Business Users & Personal from only £139 + VAT per month 3 + 35, 10,000 miles pa, i10 1.2 petrol 5dr manual Classic or Comfort model includes Air Conditioning & Electric Front Windows.

For all your Hyundai or Renault Vans or Cars please call Catherine at Bristol Street Exeter on 01392 423300 or email

cpe52@bristolstreet.co.uk

email cpe52@bristolstreet.co.uk

Malcolm Randall of Build Consultants Ltd

Tel: 0845 3266139

Free initial property consultancy and subsequent fee share for you (up to 25% of what I earn) when I get a commission. Refer your business owner to me for property issues

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

CW IT Services are offering a free 1 hour system health check for your business computers to ensure they are fully functional and secure from viruses

Contact Chris at CW IT Services on 07805 512979

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

Anne 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

Martin Halse of Exeter Golf & Country Club

Tel 01392 873328

10% off any conference bookings, booked before the end of March 2010

www.extergcc.co.uk

Rebecca Weaver of Gumshoe UK Ltd

Tel 07791 060062 and 01392 661347

Free 1 hour consultation and free referral on Gumshoes new and upcoming website

info@gumshoeuk.com

<http://gumshoeuk.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

Ron Halden of PENINSULAR ONE SOURCE

Tel: 01392 211900

***Exhibitors Package - Roller banner with graphic and bag plus 500 A5 Colour leaflets £140
Ideal for Network Central. April showers - We have a great range of Golf, Walking and Ladies brollies at great prices - Call me and I will create you a virtual visual***

ronhalden@peninsular.co.uk

www.peninsular.co.uk

Jeremy Townsend of Picture of Health

Tel:01666504718

Distribution of the ground breaking liquid nutraceutical VIBE.

- **Just released clinical trials confirm VIBE reverses DNA damage.**
- **In addition, independently conducted tests reveal that VIBE is totally dissolved and absorbed into the body's cells within 60 seconds after ingestion.**
- VIBE is a must for everyone wishing to maintain good health and, as an increasing number of testimonials bear witness, for all with health challenges.
 - Liquid nutritional supplementation is the way forward.
 - VIBE is the leader in this field.

Try FREE samples. There is nothing to lose and a lot to gain.

Tina England of Purple Performance
07973 734143

- ***FREE, no obligation, two hour review meeting to discuss your business - perhaps there's an issue you've been grappling with and want some ideas***
- ***Also this month, we are launching our NEW Business Improvement Programme, designed specifically for the small business owner. We are pleased to offer the first 4 applicants from the network a special price of £525 to include an initial appraisal and a 3-month programme - all with a full money back guarantee.***

Call Tina England for more information on 07973 734143



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Ros Morton of Regus

Tel:01392 314000

Businessworld GOLD membership now at 50% off for a limited time, meaning you can now get access to all of our centres business lounges for as little as £1.90 per week including internet access and tea & coffee + bring a guest. Where else can you get all of this for £1.90 per week??

Contact Rosalynd.Morton@Regus.com

Susan Meldon Simply Assisting You

Tel:01392 248247

Simply Assisting You is please to offer members a FREE week of telephone answering. Did you know that 85% of people who reach a voicemail do not leave a message? Make sure **you** don't miss that important call. **Approved by Devon**

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Steve Davey of SMARTCOMMS 4 BUSINESS LTD

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07974 748550

steve@sc4business.co.uk

Paula Sudbury of St Loye's Foundation

01392 826120

St Loye's Enterprises are looking for gardening/landscaping work. If you have work they could do – small or large – at a very competitive rate – please call 01392 826120 or email kerri.ward@stloyesenterprises.com

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

World Class Business Coaching - FREE! Yes - you read that right! Passionate about your Business - and keen to develop/improve it? That's all I need to know. See me at lunch today or call 01647 270077

www.straightforwardsuccess.co.uk

Anthony@straightforwardsuccess.co.uk

Julie Cotgrave of Target Search and Selection

Tel: 01803 782211

New contract sales solution from Target *Appointment making* *lead generation* *contract sales-Targets handpicked contract sales specialists can work as a seamless extension of your sales team* *CRM integration - manage your sales pipeline effectively* Book an appointment with our Business Manager today by calling 01803 782211 or speak to Julie Cotgrave for further information

www.targetsearchandselection.co.uk Call today on 01803 782211.

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

www.wnwdesign.co.uk

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

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



The Business Network

The Business Network currently runs monthly lunchtime (12noon – 14.00) networking events -

Aberdeen, Edinburgh and Glasgow - hosted by our colleague **Simon Morgan** simon@bns.uk.net

Cardiff, Swansea, Bridgend, Newport and West Wales - hosted by our colleague **Lynne Orton** lynne@biznetwales.co.uk

Warrington - hosted by our colleague **Graham Phillips** graham@business-network.co.uk

Leeds and Wakefield - hosted by our colleague **Caroline Coward** caroline@business-network.co.uk

Nottingham - hosted by our colleagues **Peter and Sue Motley** peter@business-network.co.uk

Preston - hosted by our colleagues **Karen Tams and Helen Riley** Karen@business-network.co.uk
helen.riley@business-network.co.uk

Sheffield - hosted by our colleagues **Paul and Linda Frewin** info@thebusinessnetworksheffield.co.uk

York and North Yorkshire - hosted by our colleagues **Claire Flatters and Andrew Kendrick** nwy@the-business-network.co.uk

Exeter, Bristol and Taunton - hosted by our colleagues **Sean and Jane Humby** sean@business-network.co.uk

Liverpool – hosted by our colleague **Len Rainford** – len@business-network.co.uk – **LAUNCHING TODAY**

South Humberside, Manchester and South Manchester – **Helen Bennett** - helen@business-network.co.uk