

# Exeter Business Network News August 12th 2009



## 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 – 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 **Lunch Speaker – Roger Moore – Roger Moore & Associates**
- 1.50 – 1.58pm Closing comments from Sean Humby.
- 2.00pm Close – please feel free to continue networking – a great time to make those appointments

NEXT EVENTS – **September 16<sup>th</sup> at Exeter Golf & Country Club – October 21<sup>st</sup> at The Lord Haldon Hotel** - NEXT EVENTS

Photocopies courtesy of



**Our Speaker today Roger Moore**

**Roger Moore and Associates**

**Protecting what is rightfully yours!**

**About Roger Moore and Associates**

We are a small practice whose strengths are built around both a willingness and a desire to provide our clients with pro-active focused and objective advice that it is designed to address their particular business needs in relation to the key areas of Intellectual Property and Corporate Development

**So what do you need to do?**

- Register your company identity as a trademark – this might include a tagline, word, phrase, logo, symbol, colour, sound or smell.
- Protect your work with copyright – to include graphics and artwork, catalogues, literacy, poems, music and photographs.
- In addition, if you invent a tangible 3D product, you will also need to register the Design Right for the product.

**Still not sure about your Intellectual Property needs?**

**Roger is hosting the seminar at next months event on 16<sup>th</sup> September at Exeter Golf and Country Club**

**Tel: 01278 453333**

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

**Email: [roger@rgma.co.uk](mailto:roger@rgma.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.

Contact [Steve Westaway](#) or [Angela Scott](#) for more details on the courses available

Email: [Steve@amesolutions.co.uk](mailto:Steve@amesolutions.co.uk)

**David Thomas of Bluegrass Computer Services**

**Tel: 0870 351 9347**

**Business Network Members** - you have a fantastic opportunity to give your business a rich set of tools to increase awareness and help generate new business.

The **big bonus** is that you will also be **supporting Business Network member charities** - 20% of proceeds are being donated to - *Devon Air Ambulance, Families for Children, St Loye's and The West of England School.*

**Social Media Courses**

The 7 most important reasons why you must start using Social Media NOW!

1. It will revolutionise your industry within 12 months!
2. Be aware of what your customers and competitors are saying and doing.
3. Find out what your customers actually want.
4. Learn it - or you'll be left behind.
5. Save a fortune! It's the 'marketing' of the future - at very little cost.
6. Build real relationships with 1000's of businesses and customers
7. Be in at the START of this new business phenomenon

Places are limited to 10 people per course, so act now by calling me on 01392 207194 or email be at [david@bluegrasscs.com](mailto:david@bluegrasscs.com)

**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](mailto:cpe52@bristolstreet.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](mailto: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](mailto: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](http://www.crrh.gb.com)

**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](http://www.davidfrumin.co.uk)  
[enquiry@davidfrumin.co.uk](mailto:enquiry@davidfrumin.co.uk)

**Anna Craib of Exeter 107.3FM**

**Tel 01392 823557**

25% discount to any member booking an airtime campaign on Exeter FM over the next 8 weeks For further details **contact Anne**  
**on 01392 823557**  
[www.exeter.fm](http://www.exeter.fm)

**Linda Cleaves of LC Mortgages Ltd**

**Tel: 01823 680830**

Interest rates are currently low but the only way is up - clients are now booking long term fixed rates ask me about the great deals on offer. For an informal chat telephone Linda Cleaves on 01823 680830  
[admin@lcmortgages.com](mailto:admin@lcmortgages.com)

**Barry Allaway (Independent Financial Adviser) of LEBC GROUP LTD**

**Tel: 01823 401155**

Barry Allaway of LEBC Group Limited, Independent Financial Advisers says 'Over the many years that I have been a member, many Networkers have asked me to talk over with them just what sensible financial planning can do for them, their family and even their business. Some have been reluctant until I have demonstrated just how effective proper planning can be. For Network members there is absolutely no charge or obligation for an initial review meeting. So why try doing it yourself - what is there to lose?'

Please contact me on 01823 401155 or email: [barryallaway@lebc-group.com](mailto:barryallaway@lebc-group.com)

**Mike Stock of N3 DISPLAY GRAPHICS (BRISTOL) LTD**

**Tel: 0117 965 5566 and 07989 019320**

N3 Display will give free of charge a roller banner when you pay for your banner stand graphic. .Graphic prices start from £75 plus Vat. Talk to Mike about the new range available

[mikes@n3displaygraphics.co.uk](mailto:mikes@n3displaygraphics.co.uk)

**Ron Halden of PENINSULAR ONE SOURCE**

**Tel: 01392 211900**

FRESH PRINTING \* CRISP PRICES \* MANAGEABLE PORTIONS \* TASTY MENU - 250 A5 flyers £75 \* 250 A6 postcards £65 \* 100 A4 4page brochures £115 \* 150 DL mailers £65 \* 150 A5 4 page brochures £95 - Free local delivery -

[ronhalden@peninsular.co.uk](mailto:ronhalden@peninsular.co.uk)

[www.peninsular.co.uk](http://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.

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**Sarah Ingram & Peter Slater of POWER MARKETING – A different perspective?**

**Tel: 01392 211056**

Train to Gain Leadership and Development money available - 4 days consultancy to review business position and create action plan for £500 investment. Speak to Sarah Ingram or Peter Slater.

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

**Danny Frayne of  
QUICKPRINT (SOUTH WEST) LTD**

**Tel: 01392 271739**

INVITATION - To all Business Network Members - QuickPrint has now completed their expansion at Sweetbrier Lane, Heavitree, Exeter - Please feel free drop in for a complimentary coffee and a chat at anytime and we will explain on a one-to-one basis what we can do for your business - No appointment necessary

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

**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](mailto:Rosalynd.Morton@Regus.com)

**June Hutchings of Sandy Park Conference & Banqueting Centre**

**Tel: 01392 427427**

Half price room hire during the month of August for any Business Network Member just email [june@sandypark.co.uk](mailto:june@sandypark.co.uk)

**Sarah Knight of Sarah West Group**

**01392 873813**

Sarah West Group – Inspired Recruitment and Sales Solutions -are delighted to have joined the Exeter Business Network. The company has two divisions, [the](#) recruitment division focusing on local recruitment headed up by Sarah Knight (many of you will remember Sarah from Smart Appointments) and the sales division, working with companies to become more profitable by putting a successful, workable sales strategy in place, by Celina West.

Celina West, who has over 20 years sales strategy experience working with companies from start up, to multi million £ turnover operations, has written a report entitled ‘ **The 8 Sales Basics that all Growing Businesses Should Know**’ which includes tips and ideas that can be put into place immediately to grow your business. A **FREE** copy is available to all to all Exeter Business Network Members – please send a blank email to [celina@sarahwestgroup.co.uk](mailto:celina@sarahwestgroup.co.uk) , putting ‘sales’ in the subject line.

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

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**Steve Davey of SMARTCOMMS 4 BUSINESS LTD**

**Tel: 07974 748 550**

**Professional Services Marketing specialists**

For Solicitors, Financial Services, Healthcare, Vets, Dentists, Opticians, Accountants, Civil Engineers, Training companies or IT specialists, we'll help you take your practice to new heights.

We focus on three key areas: -

1. Practice growth
2. Increased fee revenue
3. Improved professional standing

Special offer to Business Network members - 1 hour FREE initial consultation with **guaranteed 3 quick wins for your business.**

We would love to talk to highly ambitious companies.

**07974 748550**

[steve@sc4business.co.uk](mailto: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**.

**Julie Cotgrave of Target Search and Selection**

**Tel: 01803 782211**

Target is offering a special fixed fee of £1200 + vat for any sales vacancies placed in August by Network members. Fee to include any advertising costs and full screening of candidates. Speak to Julie Cotgrave for further information.

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

**Call today on 01803 782211.**

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**Linda Bennett of THE BEST OF EXETER**

**Tel:** 01392 248263

Email: [exeter@thebestof.co.uk](mailto:exeter@thebestof.co.uk)

Set-up fee reduced from £97 to £80 for The Business Network members until October 2009.

Going up to £129 soon

**THE BEST OF EXETER NETWORKING EVENTS JULY & AUGUST**

**WHEN:** Thursday, 13<sup>th</sup> August

**WHERE:** Basepoint Business Centre, Yeoford Way, Marsh Barton Exeter EX2 8LB

**TICKETS:** £8.00 per person for thebestof Exeter members for the networking, drinks and canapés

£10.00 per person for non-members for the networking, drinks and canapés

<http://www.thebestof.co.uk/local/exeter/member-offers>

**Trisha Stewart of THE STEWART CLINIC FOR HEALTH & WELLBEING**

**Tel:** 01647 440440

There is always something special when visiting the Trisha Stewart Clinic - come for a free consultation and find out how to get the best out of yourself [www.trishastewart.com](http://www.trishastewart.com)

**Emma Gilbert of THE THISTLE HOTEL**

**Tel:** 01392 312267

Call 01392 312273 for details of amazing offers!

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

Mobile: 07818 427648 Email: [emma.gilbert@thistle.co.uk](mailto:emma.gilbert@thistle.co.uk)

**Wendy Wills of WAYS2WIN Ltd**

**01392 248548**

Ways2win are running local courses in [Taunton](#), [Exeter](#), [Plymouth & Truro](#) through to September to fully skill up companies to tender for public sector contracts and increase the win rate of those who are already tendering.

The set of 2 courses fully skill you up to find the opportunities (for free), opportunity assessment (delegates have a tender search undertaken for them as part of course 1), low value contracts, strategic positioning of your business for contracts that are not advertised, being an approved supplier and completion of a PQQ (all in course1) through to completion of the

Main tender document with the opportunity of hearing and meeting a public sector decision maker (course 2).

These 2 courses may be fully funded through Train to Gain if you have 5 – 249 employees.

Call us on 01392 248548 for further information

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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

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