

Exeter Business Network December 16th 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 – 1.55pm **i** Christmas raffle supporting **Devon Air Ambulance, Families for Children, St Loye's and West of England School.** – prizes listed on page 2
- 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 – **January 20th – Lord Haldon Hotel – February 10th The Rougemont Hotel** - NEXT EVENTS

① Exeter Business Network Seasonal Raffle supporting Devon Air Ambulance, Families for Children, St Loye's and West of England School

Donated by	Prize
CW IT	2 hours (£50) of IT Support to fix computer issues or perform system health checks for business computers.
St Loye's	1 days gardening
Exeter Golf & Country Club	Bottle of champagne
Rainbow International	a £50 carpet/suite cleaning voucher
Business Network SW	Complimentary lunch
Sandy Park	Grandstand rugby tickets
AndWords	£100 copywriting which would cover a press release, editorial article, 1 page of web content etc
Simpkins Edwards	Bottle of fine wine
WNW Design	A morning of my time as a prize. Can offer consulting on websites, search engines, social media or 10 years experience running a business
Holiday Inn Exeter	weekend stay at the Express by Holiday Inn Exeter
Simply Assisting You	Bottle of Champagne
Business Network SW	Complimentary Lunch
Mango Personnel	Desk Diaries
HR Advantage	360 degree management appraisal
Alpha Financial Consultants	Bottle of wine fine
Cathedral Appointments	Jackie Dawkins temping for a day
The Beresford Clinic	
Gumshoe UK Ltd	mystery guest or mystery caller audit
Taurus Clearer Communication	Telephone
Business Network SW	6 months membership to Exeter Business Network
Round Ash Associates	1 years web hosting with email

Members offers and opportunities

Gerry Bolt of 365 Promotions Ltd

Tel 01626 202220

For Business network members we are offering to pay the VAT and any orders placed and invoiced by 15th December 2009. Get ready for the New Year now before the vat increase

www.365promotions.co.uk

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.

Contact Steve Westaway or Angela Scott for more details on the courses available

Email: Steve@amesolutions.co.uk

Linda Humphries on of BECK & CALL UK

0845 004 0188

Providing all aspects of Business Support Services including:
Accounts Management, Virtual Office Assistance and Lifestyle Management.

Receive 10% discount during October 2009.

Why use Beck & Call:

- Have more time for income producing tasks
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David Thomas 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!

Be one of the first 10 to book your free IT Health Check and allow us to support your system for one month, and if you're not happy with the results simply let us know and you'll **get your money back**. 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

Remember When You hated taking tests?

Here is one you WILL enjoy!

Test drive the New Renault Megane and see for yourself!

"New Scenic is fabulous" – Sean Humby

Contact Catherine at Bristol Street Renault on 01392 423300

email cpe52@bristolstreet.co.uk

Tony Cannon of Buckerell Lodge Hotel

01392 221111

Christmas Party Times are nearly upon us - book your staff party night or festive lunch at the Buckerell Lodge Hotel and Business Network Members get a complimentary drink on arrival. For prices and availability contact the hotel direct or speak to Bruce Harvey, Sales Manager on 07917 575464

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

Mandy Blackler of Casino Select

Tel 01626 368275

Give your Staff an Office Party to Remember!! Mandy and her team at Casino Select are offering a £50 reduction for Business Network Members booking Casino Entertainment for November Sun-Thurs inc, December Sun -Thurs inc and January Sun-Sat inc.

www.casinoselect.co.uk

enquiries@casinoselect.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

Free 1 hour System Healthcheck for business computers to ensure they are secure, problem free and running at full performance. If interested contact Chris 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

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

Rebecca Weaver of Gumshoe UK Ltd

Tel: 07791 060062

Free 1hr consultation

rebeccaweaver@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. ***I'm already taking bookings for the 18th-19th February 2010 PhotoReading course. I'm expecting the February course to be sold out by the end of the year.***

Introductory Seminars - Tuesday 12th January at 1730-1930 or Wednesday 20th January at 0830-1030

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

Is your pension plan really working for you? Have you prevented your investments being eroded? Are these reviewed every year for you and new opportunities considered? Do you hear from an IFA at least once a year? If the answer to any of these questions is a resounding "No!", then you need my help. I will be pleased to give a free financial wealth check to any Business Network member, even if you do already use an IFA or adviser from a bank. You have nothing to lose but your wealth.

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

Mike Stock of N3 DISPLAY GRAPHICS (BRISTOL) LTD

Tel: 0117 965 5566 and 07989 019320

*****CHRISTMAS SPECIAL OFFER*****

Your choice of picture scanned and produced onto a box canvas

A3 @ £25 / A2 @ £35

A3 Box Canvas Free with any bannerstand (from £110) order placed in December/January

mikes@n3displaygraphics.co.uk

Ron Halden of PENINSULAR ONE SOURCE

Tel: 01392 211900

DEVON AIR AMBULANCE TO BENEFIT FROM NEW PHOTOGIFTSFORYOU.CO.UK WEBSITE The Devon Air Ambulance will benefit from 10% of all sales generated from a new on-line photo gifts site. www.photogiftsforyou.co.uk has been launched by Exeter based digital print company Peninsular OneSource. The site has a range of products including Christmas cards, calendars, canvas prints, photo books, mugs and children's storybooks that can be personalised with your own images and text. Ronnie Halden (Marketing Services Director of Peninsular OneSource) explained We have been working with DAAT for a number of years, so when we decided to launch the site we saw an instant revenue stream for this very important service. We are not competing on a national level It's locally produced products for local people. In fact in this case www.standsforwestcountrywide.co.uk

ronhalden@peninsular.co.uk

www.peninsular.co.uk

Jeremy Townsend of Picture of Health

Tel:01666504718

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- **Just released clinical trials confirm VIBE reverses DNA damage.**
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Danny Frayne of

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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.

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Steve Davey of SMARTCOMMS 4 BUSINESS LTD

Tel: 07974 748 550

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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
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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

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.straightforwardbusiness.co.uk

Anthony@straightforwardbusiness.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

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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

Trisha Stewart of THE STEWART CLINIC FOR HEALTH & WELLBEING

Tel: 01647 440440

Trisha is offering a half price health screening - this is to encourage everyone to check out their health before Winter sets in. The normal price is £100.00 but for the whole of October it will be £50.00 for peace of mind you would be wise to take up this offer.

www.trishastewart.com

Nigel Wilkinson of WNW Design

Tel: 0845 588310

£100 donated to "West of England School & College for Young People with Little or no Sight" for each new hosting client before 31st December 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

Other offers

Amanda Lyon-Smith of The Purple Company (UK)
Ltd

- FREE SET UP for any orders in January 2010 * Purple for all your Promotional Merchandise and Clothing. Call or email Amanda for a no obligation quote 01392 683397 amanda@purple5.biz
www.purplepromotions.co.uk

Dartington Hall

New Years Eve Party

Celebrate the New Year at The White Hart
Thursday 31st December 7pm

Join the New Years Eve party in
The White Hart at Dartington

- ◆ Live music to dance the night away:
jazz, rock, big band and pop
- ◆ Delicious buffet with a range of freshly
prepared dishes
- ◆ Midnight celebrations

£30 per person

Stay overnight in our magnificent
courtyard rooms from £40/single
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suites also available.

For more information call us
01803 847100

e: bookings@dartingtonhall.com

www.dartingtonhall.com

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