

Exeter Business Network News October 21st 2009



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 | Lunch Speaker – Anthony McGloin – Straight Forward Success |
| 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 – **November 18th Exeter Golf & Country Club** – **December 16th Sandy Park** - NEXT EVENTS

Photocopies courtesy of



Our Speaker today

Anthony McGloin



"Break Through to Business Success"

Anthony is a qualified Master Coach and co-author of *The Business Coach*, a practical guide to overcoming the daily challenges in business and creating a better, more profitable business. **A keynote speaker at business conferences for over 25 years**, Anthony holds seminars & Training programmes throughout the UK and around the world – and in the process has identified what makes some companies fail, while others become hugely successful. **His personal experience includes** major international companies, smaller specialist organisations, start-up operations and family run enterprises. He has helped rescue failing companies and maximise profits in successful ones, managing teams of 2 to 150 and budgets of £25k to £35m. **His passion** is for making a difference and achieving results – and he looks for clients with similar passion & commitment. **Anthony has been personally trained** and coached in the fields of Sport, Business and Personal Development by the "best of the best". **He enjoys life with his wife Julie, and children Nathalie, Claire and Michael** and looks back on experiences as varied as playing representative sport, having John Lennon arrange all the Beatles' autographs for him...and meeting Nelson Mandela, who told Anthony he was an "inspiration".

Visit: www.straightforwardbusiness.co.uk

Tel: 01647 27 00 77

Gerry Bolt of 365 Promotions Ltd

Tel 01626 202220

Almost too late!!! If you are planning to give calendars and Diaries to clients for 2010 then you need to act now. 365 Promotions have a wide range to select from and we are offering 10% extra free to all Business Network Members ordering before 31st October.

We are celebrating the opening of our dedicated showroom, to showcase our extensive range of promotional products and clothing, and we would like to invite you to our opening evening **Thursday 29th October from 4 – 7pm**

We'd be delighted if you could join us for some light refreshment, product inspiration and an opportunity to network.

Also a professional designer will be on hand to give free guidance on your logo and corporate identity.

Please tell us when you plan to attend so that we can make some arrangements for you

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

Helen Mattacott, Beacon Peninsula

Tel: 07901335474

Licensed Ology Business Coach Course offer for Business Network (SW) members: The (un)Common Sense of Business is a business coaching programme that precisely targets six of the most pressing issues in owner-managed businesses: namely Business Management, Marketing, Sales, Finance, Operations & Systems and Team. This course has proven to significantly improve business performance for all types of owner-managed businesses. We are so confident this coaching programme will not only deliver measurable results, but far exceed your expectations - we offer a money back guarantee if it doesn't. Course starting in November, in Exeter and is 12 weeks (made up of 6 x 2 hour micro-group sessions and 6 one to one coaching sessions) Complete course fees: £1500 + VAT (Helen is an approved supplier for Train to Gain Government Funding through Business Link and in most cases is able to achieve £1000 funding towards the course per business.) For small businesses with fewer than 5 employees the course fees have been discounted to £500 + VAT

Email: Helen@beaconpeninsula.org.uk

Web: www.beaconpeninsula.org.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
 - More opportunity to keep ahead of the competition
- Give the impression your business is larger and more successful
- Outsourcing is 30% cheaper than employing staff, without the hassle
 - Outsourcing is over 50% cheaper than doing it yourself

What services can you expect from Beck & Call:

- Professionally trained & knowledgeable assistants who hit the ground running
 - Dedicated PAs without having to pay the full-time overhead costs
 - Assistance with all your business administration requirements
 - info@beckandcallsw.co.uk www.beckandcallsw.co.uk

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

Mandy Blackler of Casino Select

Tel 01626 368275

Free Bottle of Champagne to the Highest Winner at a Casino Select Event booked between now and January 2010 so don't forget the Staff/Client Christmas Party!! "For the Very Best in Entertainment" Business Network Members only

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

Avast Anti-Virus Reseller - Volume License Discount. Even just for 2/3 licenses. And if you require CW IT Services to install and configure this software on your computers for you then the first hour is free

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

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.

There are just a few places left for the 5th-6th November course and 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.

As a thank you for taking the time out of your busy schedule to come and hear how PhotoReading can enhance your work and personal life, I'll be teaching a part of the technique that will improve your reading immediately. You'll leave the seminar knowing a part of the technique you can use the very next time you pick up a book, magazine, journal, report or any other reading matter.

Date: Tuesday 27th October 2009

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

Time: Registration and coffee/croissants will start at 0830 with the seminar from 0900-1000

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

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

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

Ron Halden of PENINSULAR ONE SOURCE

Tel: 01392 211900

Only 65 days until Christmas - Talk to Peninsular about personalised Christmas cards and calendars and seasonal gifts. Ho Bloody Ho!

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.

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

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

Tel: 01392 271739

Personalised Christmas Cards and Calendars - See Promotional Leaflets or talk to Mike Blinkhorn

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

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 Exeter Business Network Members – please send a blank email to celina@sarahwestgroup.co.uk , putting 'sales' in the subject line.

www.sarahwestgroup.co.uk

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

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

As filmed for BBC and Sky - DOUBLE your Profits and reduce the hours you work by this time next year - GUARANTEED. All you need is the DESIRE to do so...and your COMMITMENT. Learn how to do this in a no-obligation assessment of your Business with Master Business Coach, Anthony McGloin. FREE to Business Network members

www.straightforwardbusiness.co.uk

Anthony@straightforwardbusiness.co.uk

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

Call today on 01803 782211.

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

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



ways2win
business tenders

Procurement Connection 2009

22nd October 2009 - Exeter

Tender writing and training organisation ways2win invite you to our free annual event where procurement professionals from across the south west will be sharing insights in to tendering.

- Devon and Cornwall Constabulary – Kate Parker
- Devon and Somerset Fire and Rescue – Simon Richardson
- The Met Office – Darren Ball
- University of Exeter – John Malloch
- Exeter City Council – Paul McCormick
- Plymouth City Council – Clive Woodley
- Business Link – Martin Elis

Also in attendance

- Royal Devon & Exeter NHS Trust
- Exeter College

Presentations will run from 1600-1800 with open networking afterwards until 2000.

This is a free event however places are limited and rapidly filling. Due to the high demand for bookings places are now restricted to two delegates per business.

Call 01392 248 548 to book your place.

www.ways2win.co.uk

Event location Basepoint www.basepoint.co.uk
Refreshments provided by Fresha www.fresha.org
Staging provided by Stage Electrics www.stage-electrics.co.uk

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

Snippets

St Loye's just won the Third Sector Excellence Award for Financial Management 2009. It is a big national award given at the Grosvenor House Hotel in London and so caused quite a bit of publicity plus we have a trophy! It is nice for us that the work that St Loye's has done over the last 2 years, including moving premises and changing our delivery model, etc has been recognised. Hopefully it will also bring us new partners that would like to work with us.

You might also like to know we have opened a new office in Cardiff plus 2 new offices at Basepoint in Exeter from where we are developing new social enterprises. Through this activity we will employ 60 new staff from 18-24yr olds who have been unemployed for at least 10 months. After 6 months they will move into external employment or self-employment, having gained experience and training through St Loye's.

Network Central 09 - Take 2

Following on from the huge success of Network Central 09 in May where over 1200 businesses attended, Network Central 09 - Take 2 is back at Bridgwater.

Pop-up pitches available for you to promote your business to over a 1000 businesses.

Pop up Pitch Early Bird Offers - ends 31st October.

1m x 1m Pop-up Pitch early bird rate of £79 + VAT (until 31st October) instead of the full price of £99 + VAT.

There are only 200 pitches available on the day, which are to be taken on a first come first serve basis. This space is designed for you to place your roller banner and there is no facility to supply tables, chairs, electricity or walls. Should you wish to bring your own table or chair that is fine, this must fit in the allocated space along with anyone manning your pitch. **You will also be the only businesses able to bring literature other than business cards.**

There are also 40, 2 x 2 metre pitches, outside the main hall, in between the Speed Networking and cafe area. These are the same spec as the 1 x 1 metre ones, just bigger. These are priced at £110 + VAT.

Over 1300 businesses expected

200 1 x 1 metre pop-up pitches and 40 2 x 2 metre pop-up pitches

4 Speed Networking Sessions - 60 businesses in each

6 Seminars - Breakout / 121 meeting areas

Plenty of open networking opportunities - Refreshments available through the day

There will also be a TweetUp, for all Twitter Businesses!

www.allnetworking.co.uk/index