

Exeter Business Network News September 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 – 1.50pm **Lunch Speaker – Rachel Buckley – Hartnell Chanot & Partners**
- 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 – **October 21st at The Lord Haldon Hotel – November 18th Exeter Golf & Country Club - NEXT EVENTS**

Photocopies courtesy of



Our Speaker today

Rachel Buckley – Hartnell Chanot & Partners

Rachel Buckley joined Hartnell Chanot & Partners in December 2006 as a Solicitor specialising in divorce and ancillary relief (the process which resolves any financial issues between the parties to the marriage), and has been working in Family Law since 2000.

Rachel is passionate about family law, and has a wealth of experience in providing legal, practical and sympathetic support to clients who are going through a very traumatic time in their lives. She is highly regarded and respected by the legal profession and her clients, and has extensive experience in divorce, financial matters, children issues, and domestic violence. From 2002 to 2006 Rachel handled a vast amount of **Police Divorces** at Merthyr Tydfil, and her experience means she is a valuable member of our **Devon & Cornwall Legal Police Team**. Rachel continues to assist with the development of the firm's website and has a wealth of experience of radio interviews and business networking.

01392 421777

www.hartnellchanot.co.uk

Gerry Bolt of 365 Promotions Ltd

Tel 01626 202220

Free case of Cotleigh Real Ale for new clients with first orders over £400. T&C apply

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](mailto:Steve@amesolutions.co.uk) or [Angela Scott](mailto:Angela@amesolutions.co.uk) for more details on the courses available

Email: Steve@amesolutions.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

Social Media – A practical workshop for using it in your business

"David's course has got to be the best (possibly because it's unique) course I have been on for years. A subject that seemed quite impenetrable has become something very embraceable – huge opportunities have been made available." **Sean Humby, Business**

Network SW

Use Social Media to advance your business. Learn how to provide a more proactive customer service with the added dimension of using social marketing to create a powerful competitive advantage that's helps keep you ahead of the competition.

Bluegrass are running 2 practical workshops in September (22nd and 23rd) at which you will benefit from the following insights:

- The difference between traditional marketing and social marketing
 - The benefits businesses can gain from social media
- How to communicate in a new way that gels with other social networkers
 - Types of social networks and the differences
- The 6 key steps to producing a business strategy for social media
- The importance of monitoring what people are saying about the business

The workshop costs £190 + VAT for each delegate and includes:

- **FREE** access to a computer throughout the workshop
 - Lunch and Refreshments
 - Workshop slides, guides, tips, handouts
- £30 Early Bird discount (see the close date on the offer to check if you're still eligible)
- 15% discount for Business Network SW members (call 01392 207194 for the discount code)

Call David Thomas on 01392 207194 or email 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

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

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

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 99 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

One Pop-Up Banner (800mm x 2m) Fully Printed to include 1,000 A5 Full Colour Leaflets for only £150.00 (Saving a huge £26.00 Off our already competitive prices). Full Design Service available if required.

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

Email: 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

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

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

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 course 1) 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

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

The Reality of Workplace Stress

A half-day conference
sponsored by Western Provident Association

Thursday, 22nd October 2009, 9.15 am – 1.30 pm

Location: Sandy Park Conference Centre, Exeter EX2 7NN.

Cost: £40.00.

This half-day conference will explore some of the factors that can affect stress in organisations. In the first session, there will be short presentations on the legal, health & safety and leadership aspects of workplace stress. After a short break, the programme will focus on the importance of teams in the prevention of workplace stress. The morning will be followed by networking over a buffet lunch.

ABOUT THE SESSIONS AND SPEAKERS

How to guard against stress claims

Mark Fowles

Employers face a high risk of litigation if an employee is signed off with stress and the matter is not resolved quickly. This session will look at various preventative measures that an employer can take.

Mark Fowles is a Senior Partner and Head of the Insurance Department at Veitch Penny Solicitors. He has been acknowledged in the Legal 500 as "a nationally recognised expert in the field of work-related stress and a fantastic supporter of public sector risk management". Mark is a trained mediator and well known for his contribution to journals and Radio 4's Law in Action.

HSE and Organisational climate audit tool

Katie Porkess

The Management of Health & Safety at Work Regulations, 1999, requires all businesses and organisations to carry out a risk assessment on the health and safety of employees. This includes the assessment of stress. The Health and Safety Executive (HSE) has developed a set of stress management standards. An organisational climate audit tool that meets these requirements and builds on them will be demonstrated.

The work of Katie Porkess (MSc, MBA, MISMA) focuses on the prevention of stress in organisations. She has facilitated organisations in the private, the public and the not-for-profit sectors to develop and implement stress management strategies. Katie holds professional qualifications in the Management of Stress in organisations, and is the chair for the West Region of the International Stress Management Association.

Senior management stress - causes and consequences

Vivienne Carnt

Stress negatively impacts an organisation's bottom line wherever in the structure it occurs. However, when stress is evident at the senior management level, its consequences can be particularly wide-ranging. This session will look at the typical causes of stress at work – from the systemic pressures endemic within the organisation to the personal factors brought by the individual – and at how to resolve them.

Vivienne Carnt, director of Red Earth Consultancy, founded the business to bring together her 20 years of experience in the corporate sector in the UK, US and Europe with her subsequent experience as a coach, counsellor and mediator, to help organisations resolve the business-critical 'people problems' that can arise from time to time. Her particular interest is in resolving difficult relationships at the senior level.

The 5 secrets of preventing stress in the workplace **Mike Borkowski**

There is absolutely no doubt amongst good employers about the link between stress and performance. In this session we take a look at some of the REAL causes of stress and share some HR best practice from globally recognised brands. A thought-provoking and challenging presentation.

Mike Borkowski, director of Original Group, spent many years in industry holding a variety of senior, commercial and operational roles and talks expertly from the employer's view point. Mike has led several business and employer organisations, participated in numerous stakeholder consultations and has experience as a non-executive Director in the public and private sector.

For more information about the day please contact Robert Guest, *Key Account Manager, Western Provident Association*
Tel: 01392 248198. Mobile: 07941 459384
E-mail: Robert.guest@wpa.org.uk

Registration Form
The Reality of Workplace Stress

Please complete the following and return as soon as possible.

Name:

E-mail:

Daytime phone no:

Please tick below as appropriate.

I would like to reserve () tickets @ £40.00 each for the above event and enclose a cheque, payable to Robert Guest for the amount of £ . Alternatively payment can be made by BACS.

() I would like a receipt (available on the day)

() I would like a Certificate of Attendance

() I would like directions to the venue

Please let us know of any dietary requirements.

Please note that any payments made may not be refunded unless at least one week's full notice in writing is given prior to the event.

Please return to:-

Robert Guest WPA, c/o Simply Assisting You, Unit 61, Exeter Business Centre, 39 Marsh Green Road West, Marsh Barton, Exeter EX2 8PN.

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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