

# Taunton Business Network News



**October 1<sup>st</sup> 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 – Taunton 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 – Guy Wolfenden – Somerset County Cricket Club  |
| 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   |



**Photocopies courtesy of Concorde Copiers  
01392 362088**

**Seminar Host Today – Simon Hollington**



**"Creating a business environment that releases potential in everyone"**

Simon works with clients to maximise organisational and individual effectiveness and identify any people blocks and barriers that can often prevent maximum potential being realised. Simon believes in the pursuit of excellence and quality and to strive to create a learning atmosphere so that feedback is the norm.

The main focus of Simon's work has been with leadership teams within organisations enabling them to set the cultural and organisational climate that releases potential throughout their businesses. As such his work has often focused around coaching and mentoring leadership teams and individuals, organisational leadership development, team effectiveness, individual and organisational change, and executive coaching.

**[www.lepd.org.uk](http://www.lepd.org.uk)**

**01823 325301**

**[simon@lepd.org.uk](mailto:simon@lepd.org.uk)**

**Steve Triner of Bluegrass Computer Services**

**Tel: 0870 351 9347**

**Control your IT costs and remove your IT problems at the same time.**

100% No Risk Money, Money Back Guarantee to members who book our FREE IT Health Check and allow us to support their system for one month. If you're not happy with the results simply let us know and you'll get your money back.

Your satisfaction and the delivery of excellent computer services is our number 1 priority. Which is why we guarantee all of our work.

Just call Steve Triner or Dave Thomas on **01392 207194** or email [david@bgcit.co.uk](mailto:david@bgcit.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)

**Olly Dymond of Digital Office Equipment Ltd**

**Tel: 01823 681110**

Digital Office Equipment Ltd is offering a free Ipod Touch with each Xerox A3 colour printer or A3 colour multifunctional device purchased or leased - See Olly Dymond for details tel: 07970 758196 [www.digitaloffice.uk.com](http://www.digitaloffice.uk.com)

**Alison Griffiths of Gerranium**

**Tel:01404 823830**

[website@gerranium.eclipse.co.uk](mailto:website@gerranium.eclipse.co.uk)

Gerranium offers business consultancy including business continuity planning, project planning, data cleansing and mapping and process review. Business Network members are offered a free one hour initial consultation and a discount of 10% on our normal rates for any projects undertaken

**Dave Penny at Invest Southwest**

**Tel 01823 353970**

Invest Southwest is in the rare position to offer the broad spectrum of advice offered by the National companies but with the single point of contact and long term service of a Local firm. In addition we have access to the Whole Market and have an integral Will Writing & Management Service.

As a result we are able to offer the following pledge:

1. If we are unable to **make or save our clients money**, we will offer them a free Will or free storage and update service.
2. Our Independent Financial Advisers will offer 15% reduction in fees. All initial consultations are totally free of charge.
3. Our Will Management Services, run by Linda Fisher (Regional Chair of the Society of Will Writers) - offers our secure storage and unlimited update service, totally free of charge for the first year – for Somerset Chamber Members. Normally £15 per Will per year.

We are happy to make these offers permanently available to Business Network members and their staff.

Contact Dave Penny Email: [dave@investsouthwest.co.uk](mailto:dave@investsouthwest.co.uk) Web: [www.investsouthwest.co.uk](http://www.investsouthwest.co.uk)

**Tara Gillam of Lakewood**

**01761 463366**

15% Discount off our Christmas 2009 Programme for any Business Network SW Members (ALL GROUPS) - Ask Tara for a copy of the brochure. 15% Off our "Holt Farms" Delegate Package of £40.00 per person exclusive of VAT (we do also have our Country Delegate Package at £25.00 per person as well. Business Network Party on Saturday 3rd October as well - £15.00 per person, with a Charity Raffle for Headway Somerset and £2.00 per ticket price going to the charity as well [tara.gillam@lakewoodcentre.co.uk](mailto:tara.gillam@lakewoodcentre.co.uk) or 07824 882250. [www.lakewoodcentre.co.uk](http://www.lakewoodcentre.co.uk)

**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**

To help you to stand out from the crowd N3 are making available a display unit for use by members who take the opportunity to have a stand at a lunch. The graphics will be printed at a much reduced price of £90 and can be re-used.

Special discounts for Business Network Members - Any competitive price beaten on a like-for-like basis.  
[www.n3display.co.uk](http://www.n3display.co.uk)

---

**Jeremy Townsend of Picture of Health**

**Tel:01666 504718**

"This product, in my opinion, represents the single most important breakthrough in health that I will witness in my lifetime"

Dr. John Nelson, past president American Medical Association.

"The most important development since penicillin"

Dr. William Code, MD

This product will have a profound effect on the quality of life of millions of people all over the world, including everyone of us who lunch in Bristol, Taunton and Exeter. Plus our families, friends and acquaintances.

Intrigued ? Curious ? For details talk to Jeremy Townsend on 01666 504718.

**Peter Heath of STRATEGIC PLANNING SOLUTIONS**

**Tel: 08456 526371**

How to benefit from the current financial 'credit crunch'; SPS offer one hour free business health check: decide where you are going & how to get there. [www.talktosps.com](http://www.talktosps.com)

**Nigel Finch of The National Pages.**

**Tel: 08456 219219**

The National Pages offers 20% discount on Gold Profiles for Business Network SW members (Promotion Code TAUNTONBUSINESSNETWORK) Stand out from the crowd with an eye-catching advertisement of your business in 6 searchable categories for less than £80+vat pa when ordered online. **Visit us at** [www.thenationalpages.co.uk](http://www.thenationalpages.co.uk)

---

\*\*\*\*\*



*LOOKING FORWARD TO BUSINESS SOUTH WEST? YOU BET WE ARE!*

That time of year's coming round again. The holidays will be over and your thoughts will turn back to work. How about an opportunity to meet thousands of potential customers?

**Business South West is the largest Business2Business exhibition in the South West.**

Sponsored by Exeter Chamber of Commerce, Business Link South-West, Pyramid Presentations and Exeter FM, it attracts more than 2,000 visitors and 100 exhibitors. This year, it will be held on 15th and 16th October at the Westpoint Arena just off junction 30 in Exeter.

**Why should you be an exhibitor?**

More than 2,000 visitors will pass by your stand and more than half of them are from Exeter and the surrounding area. 93% of last year's visitors were decision makers and 75% of them were there to buy or plan to buy. 98% spent longer than an hour at the event and 58% spent longer than 3 hours. It's an event that has real networking power.

**Here's what people coming say:**

Marketing Manager Ian Creek says Exeter's NewZapp email marketing will be at the event for the tenth time this year, almost since the beginning! "We've always found the event to be great at developing our local profile and it is one of our main ways of promoting ourselves in the South-West. In a world where brand awareness is important, it allows us to develop new partnerships with exhibitors and visitors and touch base with those we met at past events".

**Why should you visit?**

Visitors will see more than 100 stands with a great mix of institutional exhibitors and small and medium sized businesses. There will also be speed networking (remember a water bottle!) and Meet the Buyer sessions with public contracts up for grabs. It's also an opportunity to mix with exhibitors and other visitors, find new suppliers and get business advice. 9 seminars will also be held over the 2 days to provide a different perspective and useful information about the way you do business.

**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**