

Taunton Business Network News



2nd July 2009

Inside this months issue

Seminar Host – **Dave Thomas** – **Bluegrass Computer Services**

Our Speaker today – **Gill Bray** – **Business Hat**

Special offers and events from the members

What to do back at the office

Leadership Article – The Good, the bad and the downright ugly

**Photocopies courtesy of Concorde Copiers
01392 362088**



Our Seminar host today

Dave Thomas
Managing Director



Bluegrass Computer Services

Dave is the joint owner and Managing Director of Bluegrass. He's got over 25 years of experience in consultancy and IT. When it comes to Bluegrass his passion is providing the clients with amazing support for their computers. When not working and playing with Twitter he loves to watch his daughter playing hockey and supporting Everton.

Bluegrass is built on a strong set of values and principles. We expect our consultants to operate in an honest and ethical manner, with a consistently high standard of integrity in all relationships with our clients, our clients staff, their clients, and other consultants.

In summary our core values are:

- Integrity
- Customer service
- Quality results
- Value for the customer
- Work and life balance

t: 01392 207194

e: ask@bluegrassconsultancy.co.uk

www.bluegrassconsultancy.co.uk

Blog - www.problemfreecomputing.co.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

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

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

Alison Griffiths of Gerranium

Tel:01404 823830

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

Tara Gillam of Lakewood

01761 463366

Lakewood is the perfect venue for any meeting or event, and is situated in Blagdon in North Somerset and is in easy reach of the M5, Bristol, Bath, Taunton and Bridgewater. Meeting Rooms from £25.00 per hour for all Business Network SW Members., rooms available for up to 8 people, with Coffee included and use of our in house equipment - call Tara on **07824 882250** for more information. 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

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. Please contact me on 01823 401155 or 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

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.

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

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

AUGUST	6th Taunton Holiday Inn	<i>Secrets of Successful Networking – The Sequel – AVAILABLE FOR ANY MEMBER- please see SEAN</i>
		Foot Anstey
SEPTEMBER	2nd Oake Manor	<i>Anthony McGloin – Straight Forward Business</i>
		Simon Hollington - Leading Edge Personal Development
OCTOBER	1st Somerset County Cricket Club	Simon Hollington - Leading Edge Personal Development
		<i>Somerset County Cricket Club</i>
NOVEMBER	4th Mount Somerset Hotel**	Nigel Wilkinson – WNW Design Search Engine Optimisation
		Speaker slot AVAILABLE
DECEMBER	2nd Somerset County Cricket Club	Business Hat – Killer Sales & Marketing Tips
		<i>Christmas Event</i>

**£25 for members Visitors £30 Visitor Rate for events from 1/6/09 will be £28.00. Member rate £23.00



Referral Opportunity

Tell us of a Contact you would like to meet.

The best 'Networkers' give as well as receive. We are encouraging you to let us have the name of one or two (or even three!) companies that you would like to be meeting at future events.

The Business Network will then do all the work – all you need to do is complete this Contact Form and give it back to us at the lunch.

Contact Name	Organisation	Their Role	Tel No.	Email

Your Name.....

Thank you.

I will be delighted to give you a bottle of fine wine or champagne for every person that you refer who joins The Business Network.

sean@business-network.co.uk t 0800 032 9763 and 01600 891 584

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

Nottingham Business Network launching on Wednesday the 15th of July

The Nottingham Belfry Hotel

If any members have contacts in the Nottingham area who would like to attend they can book via our website www.business-network-north.co.uk they simply go to 'book an event', then click non member booking form and select Nottingham. .

Our aim is to have 150 people at the launch event and ideally we would like to have a table host at each table who is a current Business Network member to help the new attendees.

We are also going to give 10% of the proceeds of each booking for this event to the following local charity appeal
<http://www.treetopshospice.org.uk/id24.html>

Finally, **Will Kintish the UK's Number One Networking Guru**, has very kindly agreed to run a free networking seminar prior to the launch lunch and this will run from 9.30am until 11.50am and will be free of charge to anyone attending the lunch. For more information about Will Kintish see www.kintish.co.uk

"The Arts Networking Dinner"

6th July 2009

Come and enjoy fine dining and the company of the South West's leading businesses in our magnificent 14th Century Great Hall while finding out how the Arts can really give your business the cutting edge.

After dinner speech will be presented by **Jude Kelly OBE**

Tickets priced at £30 each (not including accommodation) and can be ordered by emailing bookings@dartingtonhall.com



Leaders – The Good – The Bad – and the Downright Ugly!

Back in 450BC, Lao Tsu the philosopher was credited with this quotation:

“Of the best leaders, when the job is done, they will say, we did it ourselves.”

It remains the most insightful of all the leadership quotations I have seen in all my study. Warren Bennis, the American leadership guru said that “leadership is the most studied and least understood of all the social sciences” and judging from the examples of failed businesses and poor leadership we have seen of late he was right. So, given that we are all leaders – if only of ourselves – how can we ensure that we are the good, and not the bad and certainly not the ugly!

Going back to Lao Tsu, I believe that his quotation still offers the best insight into leadership even in these troubled times. Sadly though, commentators (and even some academics) still argue for “**strong**” leadership. Yet the strong leadership we have experienced over the last 10 or so years (striving for greater and greater profit, running campaigns to “attack” overseas markets, driving costs out of business, dictating internal processes and so on) is the leadership that we now see paraded before us every time another enterprise goes to the wall – and of course every time we look at The Apprentice, Sir Alan re-inforces that stereotype. But surely what we need is effective and appropriate leadership – which granted may be strong, but it could also be affiliative, inspirational, supportive, caring – indeed any number of adjectives.

Returning to Lao Tsu, the key is in the last phrase that he uses “we did it ourselves”. There was a time when the British workforce was laughingly referred to as “the best in the world except between 9 and 5!” – a damnation not of the workforce but of the leaders. Just as the British Army in the First World War was described as “lions led by donkeys” (I think by the then Kaiser), so we have the opportunity by our actions as leaders to completely devalue the potential of those who work for and with us. Rather than seeing ourselves as leaders sitting on top of the organisation, we should see ourselves as sitting below our employees, supporting them in their efforts to provide world class customer service, production, innovation and so on. If we can find the way to allow everyone in our team to release the inherent and infinite capability that everyone has, then we really will enable world class performance. To do that though we have to get rid of our ego and look at our leadership role in a totally different way. If we still think of ourselves as the most important link in the chain, we will inevitably conspire to limit the performance of our team.

To be the good we need to give all of our team freedom - within the constraints of business strategy of course – so that they can really perform. To be the bad, we simply need to get in their way and limit their potential. To be the downright ugly, tell people what to do, when to do, and how to do, but never why and what they have to achieve. Do that and they’ll simply do what they are told and no more. Really want to be the best – enable your staff to say “we did it ourselves!”

Simon Hollington - Leading Edge Personal Development M: 07811 332280 simon@lepd.org.uk www.lepd.org.uk