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August/September 2016

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## Royal Manchester Children's Hospital crowns winner of Many Hands

High profile patron Theo Paphitis returns to Manchester to announce the winner of the latest Many Hands Campaign.

**EXCLUSIVE INTERVIEW WITH THEO PAPHITIS INSIDE**

## Virgin Atlantic Launch

Panel interview with Virgin Atlantic and MAG celebrating the launch of three new transatlantic routes from Manchester.

## Forever Manchester Corporate Lunch

Review of the Charity's Business Partners' Lunch.

## Connectworking Lunch

GM Business Connect's annual networking charity lunch is back at Hotel Football for a second fantastic year.

## pro-manchester's 30th Anniversary

pro-manchester celebrate 30 years with their new Chair Alison Loveday from berg.



Theo Paphitis pictured outside the Midland Hotel, Manchester

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editorial

Here at GM Business Connect we are on the lookout for both news articles relating to business activity within Greater Manchester, and educational articles that can help businesses at any level. If you regularly send out press releases, or if you are looking for press coverage of a newsworthy event, please get in touch either by phone or send an email to [editorial@gmbusinessconnect.co.uk](mailto:editorial@gmbusinessconnect.co.uk)

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## welcome

to the latest edition of GM Business Connect and join the fastest growing business to business forum in Greater Manchester.

GM Business Connect is a dynamic business to business bi-monthly magazine that is crammed full of local and regional news, articles, interviews and regular columnists.

The magazine connects businesses across Greater Manchester, and is completely free.

PUBLISHED BY  
**BUSINESS connect PUBLISHING** Business Connect Publishing Ltd,  
8 Eastway, Sale, M33 4DX  
Tel: 0161 969 8632  
Email: [enquiries@businessconnectpublishing.co.uk](mailto:enquiries@businessconnectpublishing.co.uk)  
[www.gmbusinessconnect.co.uk](http://www.gmbusinessconnect.co.uk)

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# news

## New digital and creative hub planned for 2018

Manchester City Council's Executive have approved funding of £5.3m from its capital budget to refurbish One Central Park, in Manchester's Central Park business park, creating a new hub for digital and creative businesses.

The 10 year old building was acquired by the Council two years ago and consists of 83,203 sq ft of lettable office space in three blocks, over three floors in a triangular layout with 272 car park spaces.

The building, which is at the heart of Central Park, where the City Council has recently acquired the remaining 38 acres of development land, will be remodelled mimicking the stripped-back design style that has been so successful at The Sharp Project, to provide high quality accommodation for new



and larger digital businesses that cannot be located on site at The Sharp Project due to its popularity.

The new space will offer networking, work and entertainment space along with hot desking for both tenants and the wider Central Park community.

Following more detailed design work, it is anticipated refurbishment work will start next summer with completion expected by mid-2018.

## Manchester & Cheshire hails University contract wins



A Salford construction firm has secured contracts worth £3.2m at the University of Manchester.

Manchester & Cheshire Construction has been appointed to carry out an advanced works package at the union building on Oxford Road and to refurbish Houldsworth Hall, part of the Hulme Hall complex in Victoria Park, Rusholme.

Houldsworth Hall, the oldest of seven blocks at Hulme Hall, is being revamped in a £2.3m scheme.

The overhaul of the Grade II listed residence, which was built in 1907, will be carried out in phases during the summer recesses this year and next.

Manchester & Cheshire will refurbish

the bedrooms, bathrooms, toilets, corridors and music room and will install new kitchens.

The scheme will also involve new wi-fi and IT infrastructure along with mechanical, electrical and plumbing works.

Meanwhile, the firm has begun a £900,000 contract at the three-storey students' union building, which involves replacing the roof and external windows along with other repairs. The contract is scheduled to take 25 weeks to complete.

The contracts come as Manchester & Cheshire celebrates being appointed to the university's construction works framework for a further four years. The firm has

## Manufacturing & Electronics Show highlight's the North's manufacturing prowess

The Northern Manufacturing & Electronics exhibition, returns to Manchester's EventCity on September 28 and 29 for its fourth consecutive year.

Manufacturing and industrial enterprise contributes significantly to the North's economy, generating billions of pounds of exports and supporting tens of thousands of jobs across the region. Industries such as aerospace, automotive and public transportation manufacture are particularly important to the north west. Approximately 25% of the UK's aerospace industry is located in the area, turning over around £7bn annually.

Against such a backdrop, the Northern Manufacturing & Electronics show has rapidly emerged as the key event in the North for industry, engineering and manufacturing.

Visitor numbers have grown consistently year-on-year, with last year's show attracting some 3,000 industrial buyers from across the UK and beyond. The show's appeal lies in the broad range of companies taking part, which means visitors can address multiple production issues in a single, convenient visit.

Many of the world's largest machinery manufacturers will be in attendance for 2016, running live demonstrations of all the latest industrial machinery.

To register online for free tickets visit [www.industrynorth.co.uk](http://www.industrynorth.co.uk)



## One Advice Group wins prestigious community award

had a place on the framework since 2011 and the latest phase will run until 2020.

Dave Lowe, managing director at Manchester & Cheshire, said: "We're delighted to secure these projects. Having worked previously with the University of Manchester, these contracts show they have the confidence in us to deliver."

"They build on our successful track record in the field of higher education and further strengthen our presence in this sector."

Consultants working with Manchester & Cheshire on the two schemes are architects Wilson Mason, quantity surveyors SDA Consulting and Gleeds, structural engineer WYG, mechanical and electrical engineers DSSR and RPS.

Manchester & Cheshire was named SME of the Year at the 2016 North West Regional Construction Awards last month and will compete with other regional winners across England and Wales in the National Constructing Excellence Awards later this year.

Announced at the BITC Gala Dinner in Manchester in June, Sale-based One Advice Group, one of the UK's leading personal insolvency and legal services providers, has been awarded 'North West Business in the Community, Newcomer Award for Responsible Business' by The Prince's Responsible Business Network, Business in the Community (BITC).



The Group places a huge importance on its work in the local community, and in particular has undertaken significant engagement with local schools as part of its 'Financial Education for Future Generations' programme.

This has led to colleagues taking the time to engage with over 350 local children about the importance and value of money, as well as the effects of lending and spending, to ensure that they can make positive financial choices as they get older.

# Inbound Marketing attracts Australian Tech Company to Manchester City Centre

# Hainan Airlines Beijing to Manchester Route takes off

AZoNetwork, a global information provider for scientists, engineers, technologists and researchers, has announced plans to open its UK headquarters in Manchester. The company have taken up an office in 111 Piccadilly, where they will be looking to expand their business in the UK through recruiting talented local individuals for the team.

Sydney Australia headquartered AZoNetwork works with many leading global organisations in the Science, Technology, Advanced Manufacturing and Healthcare sectors to extract maximum value from their digital marketing efforts using its science based digital marketing platform.

The motivation behind the move was to attract local digital talent and accommodate an expanding headcount of scientists, journalists, coders and digital media sales staff.

Founded by CEO Dr. Ian Birkby, AZoNetwork has been growing rapidly since a Sydney Australia based capital raising in 2012 and has seen its revenues over the period increase by over 350%.

With a global client base of over 300 companies and an audience of over 5 million unique visitors (typically scientists, engineers,

health care professionals and engaged consumers), AZoNetwork is increasingly recognised as the destination of choice for companies wishing to 'Market Science using Scientific Marketing'.

Dr. Birkby commented, "Our decision to move to Manchester reflects a desire to tap into the talent pool that exists within Manchester Universities and the growing Digital Media community within this Northern Powerhouse. I'm also familiar with the location having spent four years as an undergraduate at Salford University".

AZoNetwork's decision to move to Manchester is well-timed given that the city is currently celebrating its status as European City of Science; a designation that has been wholeheartedly embraced by civic and business leaders as the city seeks to reposition itself as a major science and innovation hub.

In support of this ambition Manchester will host Europe's largest scientific meeting – the EuroScience Open Forum – this summer. The conference is expected to attract up to 4,500 delegates and AZoNetwork is seeking to make the most of the opportunity to increase their local and international client base.

The beginning of June saw the start of Hainan Airline's new direct route between Beijing and Manchester.

This puts Manchester as the only hub outside of London in the UK to offer the direct service.

Back in October last year Hainan Airlines held a press conference at Manchester Airport, with Chinese President Xi Jinping, then British Prime Minister David Cameron, HNA Group chairman Chen Feng, Manchester Airports Group chief executive Charlie Cornish, Hainan Airlines president Xie Haoming as well as representatives from government agencies and media organisations in China and the UK in attendance.

Hainan Airlines' Beijing-Manchester route was one of the important achievements during President Xi's visit to the UK. The press conference was the last event attended by President Xi before leaving the country.

HNA Group chairman Chen Feng said at the event, "As a company born in China and now actively expanding into International markets, Hainan Airlines is doing its bit to assure the success of the 'One Belt, One Road' initiative and has

progressively been adding nonstop flights connecting China with Europe over the last few years. I believe that the Beijing-Manchester route will serve to create a new air bridge."

Congratulating Hainan Airlines on the launch of the new route, Manchester Airports Group CEO Charlie Cornish said, "I am honoured to witness the launch of Hainan Airlines' Beijing-Manchester route.

"The new route is expected to inject over 250 million pounds into the UK economy. Manchester Airport is the International gateway to the North of England and an important factor in the country's effort to revitalise the region.

"Launching of the new route will help the North of England attract more investment from China and make the region significantly more accessible to Chinese businessmen and executives."

The Beijing-Manchester route will be Hainan Airlines' sixth International route following the launch of the Chongqing-Rome, Beijing-San Jose, Shanghai-Boston, Shanghai-Seattle and Beijing-Prague routes last year.

China will find it much easier to visit major cities around the world through Hainan Airlines' network.



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## Informed Solutions win SME Digital Leader of the Year award



wider digital sector.

Earlier that day, Informed's Global CEO, Elizabeth Vega was a keynote speaker at the 11th Annual National Digital Conference. During her presentation on Building Leadership and Culture for Digital Transformation, she argued that women are ideally suited for the role of modern Digital Leaders and challenged more women to apply for Digital Leadership positions.

Altrincham-based IT consultancy Informed Solutions are delighted to be named winners of the DL100 SME Digital Leader of the Year Award.

At a ceremony at London's Park Lane Hilton in June Informed were chosen from a strong field as winners of this prestigious national award.

The Digital Leaders 100 (DL100) Awards honour the highest achieving teams and individuals from the past year who are making a real impact within the digital space.

The exclusive DL100 short list was made up of 10 finalists in each of 10 different categories, nominated by the digital leaders community and the

Speaking of Informed's success, Elizabeth said; "We are both delighted and honoured to win this hugely prestigious award. It recognises the outstanding work of our highly skilled and dedicated team at Informed.

"Digital Leaders is a remarkable and inclusive body that recognises the achievements of a broad spectrum of the digital world from public, private and third sector organisations.

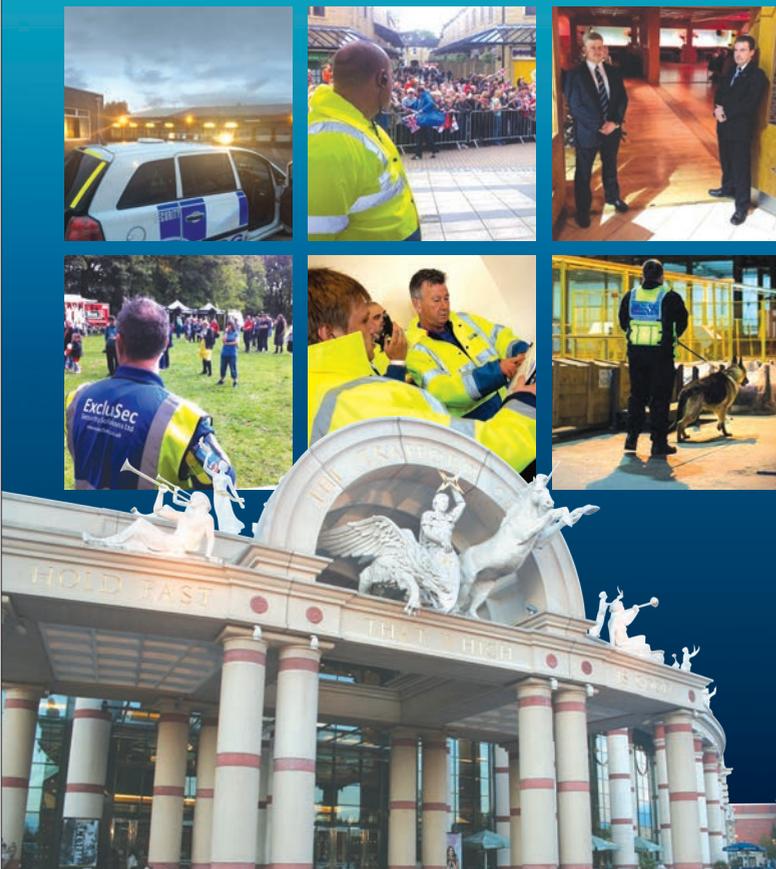
"It is a great accolade to be included in such exalted company and to be voted winners by our peers."

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# New photography studio launched in Sale



L-R Paul Harris, Gabriella Harris, Clare Hamilton (P.A.), Julie Harris

The Launch of 'Julie Harris photography's' new studio recently was another example of the success and growth of small businesses all across the region.

Started as a small scale operation, Julie has extended her horizons from a very family/wedding oriented offer to gradually build on the growth of local business within the area.

She has successfully developed her corporate style and approach by bringing a real flair for specialising in photographing people.

Bringing the best out of her subjects seems to be her trademark style.

Julie described her studio launch: "Despite the downpours the launch was a huge success. We are based on Marsland Road in Sale and our passion is photographing people.

"From extended family groups in our custom built studio with stylish viewing room, to individual profile shoots for that LinkedIn re-vamp photo, we cater for both

domestic and commercial markets.

"We welcome young and old, and just thrive on drawing out your personality to provide you with amazing and emotional photos for you to treasure.

"For our family photoshoots we offer a brand new consultation process which enables us to get to know the little ones and the more shy members of your family a little better. This is in addition to enabling them to become more familiar with a photography studio environment.

"We work on an appointment only basis, to allow us to fully focus on you and your family.

"We also offer a tailor-made service and visit corporate clients at their place of work. Our rates feature some very appealing packages for commercial shoots both in the studio here or on site."

Julie can be contacted for any advice or a quote on: **07970 923380**  
**jules@julieharrisphotography.co.uk**

# SaleFC Rugby Club launch 1861 Business Club

The end of July saw SaleFC Rugby Club launch a brand new business networking initiative called 'The 1861 Business Club'.

Designed to bring together businesses of all sizes from the local area and beyond, the first event took place on a Friday evening with an audience with Lions legend John Bentley, who shared highlights of his sporting career with the assembled businesses. The evening involved a two course dinner with a Q&A session after the speech.

Mike Jefferson, SaleFC Chief Executive explained: "This unique business club hosted by Sale FC Rugby Club allows our members, partners, business Associates and corporate friends to join forces to help promote each other,

the club in general, and the area in and around Sale in general.

"We will be offering our '1861' members various promotions, events, networking opportunities and sporting occasions all linked within and to SaleFC.

"With the background of sport at the forefront of our connections, the club will be about having get together to bring our commercial partners together which can only benefit all involved, whilst having a great time along the way.

"The 1861 Business Club will be free to join and will be run out of SaleFC Rugby Club."

For more information contact Mike Jefferson on **07867 128463** or at **mjeffo@gmail.com**

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# news

## FSB asks all councils in GM and Cheshire to reevaluate town centre parking charges

The Federation of Small Businesses has written to council leaders in Greater Manchester and Cheshire asking them to consider introducing a free car parking scheme like that introduced by Rochdale Council last year.

Rochdale's scheme, introduced last May, allows motorists to park for the first three hours free, anything longer requiring payment. The scheme has boosted footfall at participating town centres in the borough by around a

third, providing a welcome shot in the arm for retailers.

The business support organisation is now asking other councils to follow Rochdale's lead and consider piloting similar schemes to ascertain whether the effect is similar.

Simon Edmondson, FSB Regional Chairman for Manchester & North Cheshire, said: "There's plenty of evidence to show car parking charges hurt traders, and the figures from Rochdale speak for themselves.

"While we know some councils already operate differing forms of parking concessions, FSB believe the 'first three for free' is the best. The format prevents all day parking, but allows plenty of time for shoppers to go about their business without having to rush.

"We have now written to all councils in Greater Manchester and Cheshire

asking they take a closer look at Rochdale's bold lead."

Simon explained there are clear examples where towns have seen a resurgence in footfall where car parking charges have changed.

In 2015, retailers in Cardigan, Wales reported a huge increase in business after vandals destroyed the town's two car parking meters. He also said free car parking charges many local authorities introduce in the run up to Christmas acknowledges car parking charges do deter shoppers.

Research with FSB members carried out earlier this summer also shows little support among retailers for charging. Asked what measures councils could enact to help improve town centre footfall, 67% agreed a relaxation of parking costs, like a 'first three for three' scheme, would help. Almost half of traders (43%) categorised parking charges as 'bad for business'.



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# news

## TalkUK launch in MediaCity



The end of June saw TalkUK, a leading provider of mobile, landline and data solutions, expand into their new offices in Osprey House in Media City. To mark the occasion they held a launch party welcoming clients, colleagues, partners and suppliers. Dino Maroudias from Talk UK

commented: "We are a leading provider of integrated voice and data communications providing your businesses with a future proof leading edge solution for every communication need. "Whether a simple voice solution for your mobile workforce or a complex



integrated data solution for offices, we understand technology and will deliver the optimal solution.

"In the past few months, we started to see an uptake of new customers simply through word of mouth. This meant that we were seeing customers from all over the UK rather than just in the South and a good proportion of them were Greater Manchester and Northwest-based.

"We've been looking to expand northwards for a while and choosing Manchester was very easy. There's a



tangible feeling for growth here that seems to reflect what is happening with the Northern Powerhouse idea, something that we have felt every time we visit our Northern customers. Also Manchester seems to be the centre of massive business growth, particularly in the service sector."

"We are now in MediaCity and are currently looking for sales/telesales people to come and join our vibrant exciting team. If you have a go-getting attitude and spirit, please feel free to contact us on 0330 332 2332 and ask for Paula."

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# news

## Grindsmith wake up and smell the coffee

Having started trading from a mobile cart, artisan coffee business Grindsmith has now opened its third premises in Greater Manchester, thanks to a £65k loan from Business Finance Solutions (BFS) [www.business-finance-solutions.org.uk](http://www.business-finance-solutions.org.uk) who delivery a range of innovative business finance options on behalf of the Greater Manchester Combined Authority.

Grindsmith currently operates a coffee shop on Deansgate and a pod in Greengate Square and have used the £65k loan to open their third outlet in MediaCityUK. This site is their first hybrid operation, changing from a coffee house during the day to a bar serving a selection of wines, beers and meals during the evening. The new site, which will create 11 new full time jobs, marks the latest stage of the company's UK expansion plans.

Initially launched as a coffee cart in 2013, Grindsmith received a BFS Start Up Loan to invest in a permanent setting, based in a small unique

eco-pod on Greengate Square, Manchester. They then opened their second unit on Deansgate, located within Rise Manchester and the third premises is situated on the main route from the car park to the BBC building within the MediaCityUK complex.

Grindsmith is run by Directors Luke Tomlinson and Peter Gibson and now employs 25 people. Peter said: *"Business Finance Solutions has played a key role in the evolution and growth of Grindsmith, fuelled by their belief in our proposition and eco ethos from the word go. Their loan enabled us to move into our first permanent premises last year, the success of which has enabled us to expand into our second and now third premises. We are also looking at further expansion within GM and possibly into London within the next few years"*

Luke said: *"We have created a concept that gives our customers a space to meet, a place to work, and a location to take joy in coffee and, by focusing*

*on quality and delivery, we aim to be the coffee destination of choice for our community. BFS has always recognised the value of that and it has been great to work with their team again to bring our distinctive coffee and dining experience to a wider audience in MediaCityUK."*

Mark Hughes, Chief Executive of Manchester Growth Company said: *"Greater Manchester has a great track record of nurturing and supporting businesses that deliver a really great product and that is exactly what has happened to Grindsmith. Peter, Luke and their team have invested an enormous amount of passion and energy into creating a truly authentic experience and it is great to see BFS play such a big part in supporting them with the finance and business advice they needed to take them to each stage of their journey."*

BFS is the finance arm of the Manchester Growth Company and supported by the GM Combined



L-R Peter Gibson, Luke Tomlinson

Authority and Greater Manchester Local Enterprise Partnership. BFS is a key alternative source of funding for small businesses in Greater Manchester and has grown a comprehensive range of finance products from £500 through to £500k of loans delivered through a range of products including Start Up Loans, Micro Loans, Business Loans and Export Loans, with support on raising early stage equity through the Co Angel Investment Service of up to £2m. To date BFS manages over £88m of publicly backed small business investments across the UK. [www.grindsmith.com](http://www.grindsmith.com)

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# The Business Network launch Young Professionals Personal Development Programme



**Mattie Lopeman - Host of The Business Network Young Professionals Personal Development Programme.**

**Helen Bennett - Owner of The Business Network and Owner and Founder of The Business Network Young Professionals Personal Development Programme.**

28 September 2016 at The Lowry Hotel sees the launch of the latest initiative from the long-established Networking organisation The Business Network; a Personal Development Programme for 18-28 year old young professionals.

Predominantly focusing on the 'softer skills', and with the seminar topics being delivered by industry experts, the programme will be made up of 6 bi-monthly events, each consisting of a morning seminar, an informal Networking Lunch and an afternoon seminar. Topics to be covered include Leadership Skills, Speaking and Presentation Skills, Communication and Networking Skills, Resilience, Time Management and Personality Profiling.

Helen Bennett, owner of The Business Network, said: "Being the mother of four children in their twenties I fully appreciate the value of investing in young people to help prepare a more rounded and confident individual, equipped to succeed in a competitive business world". She goes on to say; "And I am so pleased that we are in

the fortunate position at The Business Network of having long-standing relationships with some very talented Members within our groups across the country, and in fact abroad; skilled trainers who we can work with to deliver this exciting new initiative."

The first event, taking place at The Lowry Hotel, will include a Leadership seminar by keynote speaker and author Ben Morton from TwentyOne Leadership and a Networking Skills seminar by Founder of Strategic Communication Ltd, author Simone Andersen.

The events will also be hosted by, director of BNYP, Mattie Lopeman. Mattie said: "Being well within the targeted age range of 18-28 I can fully appreciate the value of what we are offering, and it is important not to ignore the peer networking opportunities that also arise from having the opportunity to regularly mix with a varied group of fellow young professionals – it is a great chance to establish and develop an important 'support network';

invaluable as a career progresses."

Adrienne Nankivell from Virgin Trains; a member in both London and Manchester said: "The idea of focusing on developing the 'soft skills' in the young professionals, something that is critical for business success, is innovative and it should certainly help give them an 'edge' in the employment market."

Helen Brown, Partner at Slater Heelis LLP, commented: "I have been a member of The Business Network in Manchester for over 10 years. By virtue of the fact that the Business Network members are senior decision makers, they tend to be in a certain age bracket. I was therefore intrigued to learn that Helen Bennett had decided

to launch a Young Professionals Development Programme.

"This will be an ideal opportunity for future decision makers to learn key skills in a supportive, inspiring and professional environment. Based on my experience of the integrity and quality of the Business Network, this is an opportunity not to be missed for the young business community of Manchester."

For further information contact:  
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07854 891 767

**Mattie Lopeman**  
mattie@business-network.co.uk  
07912 516 178

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## Royal Manchester Children's Hospital Charity receives £26,000 from Together

L-R Marc Goldberg, Commercial CEO, Together, Joel Oxberry, Corporate Fundraising Manager, Royal Manchester Children's Hospital Charity



Cheadle-based finance provider Together has presented Royal Manchester Children's Hospital Charity with a cheque for £26,000, following nine months of corporate fundraising, to help the hospital upgrade its Bone Marrow Transplant Unit.

Since October 2015 the lender has been fundraising tirelessly and had set an initial target at £13,000 – the cost of refurbishing one room. However, Together pledged that if this could be exceeded, they would make the funding up to two rooms – at £26,000.

Thanks to the support of its 450 colleagues, as well as brokers and suppliers, Together smashed that target, and added the extra pledged funds. Leading industry publications Bridging and Commercial and Loan Talk also supported the campaign, by nominating it as their charity of choice for two award ceremonies and its Finance Professional Conference in Manchester, raising £8,950.

Commercial CEO at Together, Marc Goldberg, said: "Since we set out on this campaign, the support from our colleagues and our wider network has been fantastic. As a local business, it's important to us that we give back to our community and this is something that will make a huge difference.

"I toured the hospital myself and saw the work that both the hospital and the charity do, and I'm so pleased that we're able to help with this project."

Joel Oxberry, corporate fundraising manager at Royal Manchester Children's Hospital Charity, said: "We're delighted to be able to commit to refurbishing two of the rooms in the unit thanks to this incredible donation. We've been working with Together since last year and we know they've worked hard and held some great events, gathering support from their wider community in the financial services sector, to reach this target."

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# review

# Many Hands winner Dragons'



The Royal Manchester Children's Hospital Charity held its Many Hands Campaign finale at The Midland Hotel, Manchester on 12 July, where a winner was chosen in a Dragons' Den style competition. BBC Sport presenter Hugh Ferris compered for the evening.

The campaign, spearheaded for the fourth time by renowned businessman Theo Paphitis, has raised £46,000 from 21 participating companies since its launch in March, with money still coming in. Following an impressive pitch to the judges, the famed Dragons' Den star announced executive head hunter Gary Chaplin as the winner of Many Hands 2016.

The finale saw four shortlisted companies pitching wonderful initiatives ranging from directors selling themselves as chauffeurs and PA's to charity festivals and gruelling cycle challenges. Winner Gary impressed judges when he took to the stage to present and then revealed his cycling outfit before getting on his bike to complete

his pitch about his Everest Cycle Challenge.

Gary, from Wilmslow, organised a cycling event with the aim of cycling the height of Mount Everest. To accomplish this a team of 16 riders spent ten hours repeatedly cycling the infamous Cat and Fiddle route, with the total distance covered equating to the height of Mount Everest. Each loop saw the cyclists covering a distance of 14 miles and over 1,500 ft each.

The other shortlisted companies were Space48 from Warrington (for their festival influenced event for all the family), Manchester based Online Ventures Group (for their initiative of selling their directors to the highest bidder to take on tasks such as PA, chauffeur and making a film) and Archie's Burgers and Shakes, based in Liverpool and Manchester (for their initiative of producing milkshakes created by patients at Royal Manchester Children's Hospital and selling them with the profits being donated to the campaign).

companies to use their ingenuity to help a worthwhile cause. I really enjoy being involved and being a judge for the campaign as it generates such diversity in fundraising ideas. As well as having loads of fun, whether creating a milkshake, getting on a bike or taking on a new role, companies get a great opportunity to engage with their communities and gain a huge sense of pride in what they have achieved."

David Cain, Deputy Chairman of the Charity Fundraising Board added:

"We are extremely grateful to all the companies that got involved in our Many Hands Campaign, helping us to make a difference. They have been working hard coming up with fantastic fundraising ideas and it is nice to celebrate and share their achievements in support of our Time Saves Lives Helipad Appeal."

Commenting on his win Gary Chaplin said: "I am absolutely thrilled to have won the Many Hands Campaign. I was a little bit nervous about pitching to Theo Paphitis but once I stripped off and climbed on my bike my nerves melted away and I could focus on sharing the enormous Everest Cycle Challenge we had taken on. At the end of the day it's not about me it's about the business community pulling together with the real winner being Royal Manchester Children's Hospital Charity for their hard work in trying to make a difference."

The annual campaign, which first launched in 2008, encouraged North

Joining Theo on the judging panel were David Cain, Deputy Chairman of the Charity's Fundraising Board, Managing Director of Wolfe, Laura Wolfe, and Head of Events for Downtown in Business, Roger Jonas.

Commenting on the Campaign, long-term supporter of the Charity, Theo Paphitis, said:

"The Many Hands Campaign is a great initiative that allows



Photography by Joe Gardner



royal manchester  
children's hospital **charity**  
**many hands** campaign  
*joining together to make a difference*

# announced at Den Final



Online Ventures Group



Space48



Archies Burgers and Shakes



Winner - Gary Chaplin

West businesses to support the charity by signing up to a fundraising target of £1,000 each over the course of three months. This year the Many Hands Campaign was sponsored by Ryman Stationery and Seneca Partners.

Monies raised by this year's campaign will go towards the Charity's Helipad Appeal. The Helipad Appeal will enable the creation of a brand-new 24-hour access primary helicopter landing site, the first of its kind in central Manchester. Currently, Royal Manchester Children's Hospital, along with its co-located sister hospitals Manchester Royal Infirmary and Saint Mary's Hospital, rely upon a secondary landing site in a nearby park, an arrangement which means that patients initially transported by air

ambulance must then be transferred the final mile of their journey by land ambulance. The onsite helipad will allow the hospitals to save many more lives and will increase the chances of a full or improved level of recovery in a great many seriously ill or injured patients.

In addition to judging the 4 finalists Theo was also asked a couple of questions from the audience:

**Apart from any business aspirations, have you got anything on your bucket list that you would like to achieve?**

*"I love what I do, but you're right, there are many things outside of business that I'd like to do. One*

*was to race at Goodwood – not horseracing but at the motor revival. I managed to achieve this last year, which was I supposed a box ticked. So from here onwards I'm doing something I really should have started a long time ago, and that is to balance my work with those box-ticking exercises."*

**What factors would you say are important in making a successful business?**

*"How long have you got! Well, for me the most important thing is passion. Don't do things you are not passionate about. We all have to pay the bills, do the shopping, pay the mortgage, but try and make sure that when you work it's doing something that you feel passionate about.*

*"I'd like to think the majority of colleagues that work in my businesses are passionate, and*

*it's important that we encourage that. I'd like to think of work as somewhere you can look forward to going to. It's about getting that team spirit established, making sure the environment's right, making sure they've got support for what they do. In order to make my customers experience the best possible service my colleagues have to have passion for their work. This is something that is obvious tonight from the 4 fantastic businesses that have shown such heartwarming presentations."*

For more information on how to get your business involved with Royal Manchester Children's Hospital Charity please contact:

**Joel Oxberry, Corporate Fundraising Manager** on **0161 276 4601 / 0777 230 0436** or by email **Joel.Oxberry@cmft.nhs.uk**



Hugh Ferris, BBC Presenter



David Cain, Deputy Chairman of the Charity Fundraising Board

# interview

# The Godfather Small Bus

Directly after Many Hands announced their finalist GM Business Connect caught up with Theo Paphitis for an exclusive interview.

Small Business Sunday was created by Theo in 2010 and starts with small businesses and sole traders tweeting @TheoPaphitis about themselves on Sunday afternoons using #SBS.

He then chooses the best six tweets and re-tweets them on Monday evening. When you realise Theo has over half a million followers you can understand the massive boost to the lucky chosen businesses.

**Since you started Small Business Sunday, how many businesses do you think you have helped – do you get much feedback?**

"I get a lot of feedback. We have about 2,000 which we get together for an annual event. You have to be a Small Business Sunday winner to go, and an entire community has sprung up from this. They have their own website, online shop, and it's basically a self-contained community that allows these businesses the opportunity to share good times and bad times.

"It can be quite lonely running a business from home, especially juggling family commitments as well, and when things go wrong – who do you turn to? The great thing about Small Business Sunday is that you can

send a tweet out there, go on the website, go on facebook, and start talking to people experiencing exactly the same problems."

**What advice would you give to those businesses that don't make the final six?**

"Keep trying. That explains why we only pick six. You really want to be part of it and like anything that you think is worth doing don't stop trying to achieve what you want."

**Did you need sponsors to help create Small Business Sunday?**

"I did. Right from the initial idea on Mrs P's kitchen table it was clear we needed help. The website cost money to set up, host and run. The events every year cost a lot too. I've been incredibly fortunate that I've found other organisations that are like-minded, other than my own businesses, that would throw a few thousand pounds into sponsoring it so we can keep it free for the businesses to be part of. We've never charged a penny to our participants. The event is free - goody bags, food, drink, the mentoring - all free to those small businesses taking part."

**If you were to choose a new**

**business today, what sector would you choose?**

"Something online. The world has changed dramatically for me and the online/digital world is where most opportunities lie. Unfortunately there is a serious skillset issue, especially for youngsters, and that's where we should be focusing ourselves. When done right though - we can reach the entire world."

**Can you share with us who inspires you the most in business?**

"You talk about Small Business Sunday. The annual event we do inspires me. I spend the day with 1,000/1,200 people who are all Small Business Sunday winners and I keep telling them how much they inspire me. That's what makes it worthwhile for me. When I see all those small businesses and sole traders on the start of that journey - It's the hope and the unknown side of that experience that draws me. In some ways, I've come to the end of my journey, and I'm actually quite envious of them. It's the excitement of that path – the wins and the reversals on the way. Reversals will always happen – they

make you stronger, better, although you rarely realise it at the time."

**Are there any Small Business Sunday winners that stand out particularly as success stories?**

"I'm going to get in trouble now for missing people out! We have Welsh Royal Crystal who have supplied the 2016 Welsh Football Team with their souvenirs for opponents, Alyssa Smith Jewellery with her Formula 1 motorsport themed range. There are so many more that have gone on from strength to strength. When you see these businesses become fully fledged and employing people, that makes it heartwarming for me. The good news is that they are helping others by flourishing themselves."

**How many people tweet now on a Sunday, and do you have any plans to grow the concept in any way?**

"Small Business Sunday has grown organically. From only a few winners we established the website, then facebook, then the events, now it's got its own online shop. It really has evolved on its own account, and its very much a community. It's developed its own soul.

"There are local get-togethers that have nothing to do with me, which is right and correct. I'm simply an enabler.



# of businesses

*So any further growth will be down to the community themselves."*

**Just a quick question about Dragons' Den. Would you ever consider returning?**

*"I had eight great years with that show. However, you have to move on. There are many more boxes to tick. Things you want to achieve, both in business or your personal life, and doing the same things over again doesn't give you the same buzz. That may change in the future, but the answer at the moment has to be no."*

**During the Euro competition everyone talked about the team strength of both Wales and Iceland. Would you say you needed the same qualities in running a successful business?**

*"A good team will always beat a team of good players. We've seen it year-on-year. The teams that dominate the premier league have not just been good players but a good team."*

*"Team spirit seems to be a deciding factor in a winning result. In Dragons' Den we were always asked what did you look for in an investment? Was it a great idea? A limited idea? It was neither. For me the person was the investment. I'd rather have a good*

*person with an average idea than a good idea with an average person. It's about making things happen. Lots of people shine for periods of time but its about bonding, working together.*

*"Like a well balanced mechanism all the cogs need to move around at the same rate. Business needs that consistency to become successful."*

**How much work does a business need to put in to make sure they find the right people for their business?**

*"In my view talent is in short supply. If I can make one criticism about where our economy is - we're short of talent."*

*"We're short of the skillsets required to make us move forward to the next stage of our economic growth. That's something we need to address. We have lots of ingenious, innovative and hardworking people, who we now have to make sure we give the skillsets to in order to achieve the growth we need. Any business, whether you're Google or a florist on the high street need passionate people to help them evolve. It's all about people."*



Photography by Joe Gardner



Theo started his career at 16 where he was an assistant teaboy and filing clerk at Lloyds of London, working upwards to starting his own business at the age of 23.

He was Chairman of Millwall FC for 8 years, and has revived the fortunes of many retail brands, notably Ryman Stationery, La Senza Lingerie, Contessa Lingerie, Partners the Stationers, Stationery Box, and more recently home and garden retailer Robert Dyas.

In addition, in 2011 he launched the global lingerie brand Boux Avenue. He's also co-owner of Red Letter Days, a small business champion and has appeared in 9 series of BBC's Dragons' Den.

# focus

# Stopfordian and We

GM Business Connect recently caught up with Laura White, General Manager of Stopfordian and West Valley Security, a rapidly expanding security business specialising in alarm response and keyholding.

Located on Stanley Green Business Park, the security partnership provides cover to businesses and residences within a 10 mile radius covering from Stockport to Macclesfield and Altrincham to Knutsford.

They have an emphasis on commercial property plus Business Owners and Director's personal residences.

Laura comes across as very much a forward thinking modern executive. She has been working with a team of project managers on developing and expanding Stopfordian and West Valley since 2013, and is now a pivotal driving force within the firms.

Laura explained: "Stopfordian and West Valley are the largest providers of security across the 'Heart of Cheshire'. We are the only security Company in the UK to not only respond to the shell of the building but also and more importantly the people. We respond to emergency and non-emergency incidents alike when the client is at work, at home and everywhere in between - anywhere within the specific radius of the Heart of Cheshire.

"We provide our service to a huge range of clients from two bed terraces, large mansions, small businesses, large businesses, restaurants, hotels, bars, schools, car sales and construction sites.

"As long as the venue has an effective alarm/camera system in place to alert us to a potential incident or intruder, we can provide the service.

"In 2014 Stopfordian formed a strategic partnership with West Valley, a business with over 20 years experience providing security services in the industry.

"Over the last three years I managed the implementation of the infrastructures. We now work together from one central 24/7 control room to protect our collective clients at work, home and everywhere in between."

"Stopfordian and West Valley had a vision to forgo short term profits in order to build a successful, efficient, customer facing business which in my mind truly provides an unrivalled service for our clients.

"We were the first security companies in the UK to pass product certification for alarm response and key-holding services and have gained the highest level pass for 3 years running.

"Our fastidious approach to even seemingly small parts of the job meant that all aspects of



the company were looked into, considered and improved.

"For example, stringent key-holding procedures ensure the safety of client's venues. Screening and vetting procedures are beneficial as we are able to verify that our staff are of the highest quality."

"Along with the highly rated compliance we have ascertained the best technology, and implemented robust infrastructures.

"We built a 24/7 control room two years ago, this enabled us to have one central hub and changed the dynamics of the whole Company.

"Following a worldwide search for the latest and best technology, we've employed a system utilised by the American Emergency Services and to top that off it is manned by UK ex-servicemen and UK ex-emergency services personnel.

"Concentrating on a specific 10 mile radius, with an unbelievable 20 man response team, we not only know the area inside out but live in it too. This allows us to ensure an average 5 minute response time.

"Our officers are sought from the local community and handpicked for their professionalism and integrity. It is vital that the officers we employ live in the area, as they have to be on standby when not on shift. They are family men, from ex-military personnel to local rugby stars; who actively engage with local charity work within the community. Our officers are the best paid in the industry and are proud to put on their jacket.

"During my 10 years as a manager at John Lewis I learnt to look after my staff and they will in turn look after my clients. The staff receive employment packages including healthcare, gym memberships and bonuses that leave would-be rivals unable to compete.



# West Valley Security



"We have a team in excess of 50 people focusing on ensuring their client's safety, from officers to project managers who are constantly developing new and innovative ways to keep clients safe."

Laura then talked about her customers:

"Unfortunately people are usually reactive rather than proactive when it comes to security. They know they should be doing something about their security however the most common phrase is 'I have so many other priorities'.

"The majority of the call-ins we get are from people that have experienced a burglary and want to stop it from happening again. We have learnt from each one and are able to offer the best advice with regards to systems, deterrents and response."

"Stopfordian and West Valley are not the type of company that puts a sign up and hopes for the best. When I meet with a prospective client, whether it be a business, school or residential, I ensure we cover every aspect of their security needs. I see it as a project - there is no point in gaining the services of a response Company unless you have

an effective alert and you utilise it correctly.

"And of course there's no point in having an effective alarm without someone being able to respond in a timely and effective manner."

So what does the future hold for Stopfordian and West Valley?

"With the cuts that the police face nowadays, more and more people are turning to our solution.

"We have 6 cars live 24/7 and additional motorbikes that are deployed in rush hour to maintain response times; This allows us to be the eyes and ears on the ground, watching what is happening in the area."

One of Stopfordian and West Valley's proudest achievements was to be able to assist with the opening of the 'Cheshire's Children' charity last year.

Laura explained: "The charity targets children on the path to criminality that are from the neglected areas of Cheshire.

Cheshire's Children has an in-depth understanding of the issues faced in these areas; therefore we are ideally placed to make the connection with those others who would be considered 'hard-to-reach'.

"Over the last few years we have proven that we are a true British First and that we can achieve that which no-one else can. With our forethought and tenacity we are encouraging more and more people to take

their security seriously.

"I am happy to provide a no obligation consultation so that those who have decided to take their security seriously can make an informed decision."

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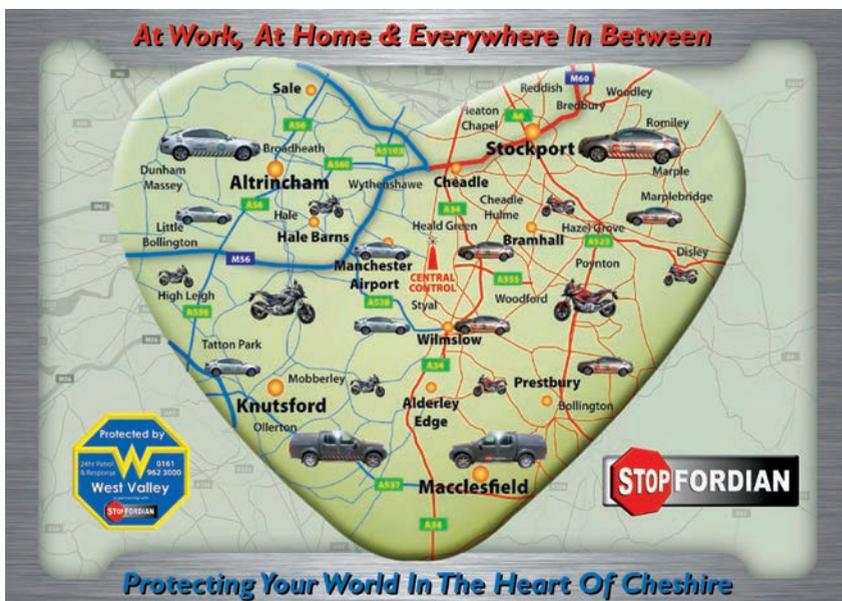
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Laura White, General Manager of Stopfordian and West Valley Security



# review

## Brexit, and the increasing popularity of goat's milk!

Due to a last minute cancellation the usual breakfast networking event at Salford Red's stadium ended up not just one speaker down but an additional two speakers up!

The beginning of July brought three speakers to K-Club's regular Salford networking event - Kevin Doran (former Group Head of Strategy & Research at KBL European Private Bankers, Ed Salt (MD at Delamere Dairy) and Nigel Mayes (Senior Vice President at ASM Global Route Development).

So, in a packed itinerary, Kevin Doran started with an analyst's view of the recent Brexit vote: "The biggest single impact of the vote was always going to be on currency. On a trade-weighted basis sterling is approximately 12% lower than it was a few weeks ago. This will lead to an increase in demand from foreign buyers for our goods and services.

"However, if you are a UK business importing goods to place in a UK marketplace, then your costs will increase. So, there are winners and losers, but the net aggregate impact will be that we as a nation will have to work 12% harder to simply retain the same levels that we enjoyed before the vote. So what of the long term view.

"There is an opportunity to take care of the legislation in the UK, to make our economy more dynamic and more flexible. Now the vote has passed, we absolutely have to grasp those opportunities. Democracy is the real winner of the referendum. We will leave the EU in one form or another.

"In order to grow our economy to be strong and successful, to deliver jobs and opportunities for ourselves and our children, we must attract foreign

capital to the UK. This is because we currently spend £100 billion on foreign goods and services more per annum than on selling externally. This is the only way to keep our currency stable.

"We must all now grasp the opportunities of increased control and flexibility that the vote has given us."

Next to speak was Ed Salt, who gave us an overview of delivering profitable growth in export markets: "Delamere Dairy is predominantly known in the UK for its goat's milk and speciality dairy products. It started in 1985 with just three goats, and pretty soon the business grew as a niche product in all the major supermarkets. Nowadays we have over 20,000 goats both in the UK and abroad."

Ed then went on to describe the diversification of the range of products now in place, plus the conscious decision to outsource many aspects of these diverse ranges through third parties – thus de-risking the business itself, both through diversification of ranges, plus non-investment in expensive plant and machinery by utilising third parties. "This meant we could focus on our marketing, and also build our brand which is crucial to moving in International markets.

"After a trip to China, offices were then opened in Hong Kong and ShangHai. It turned out the Chinese market was very keen for cow's milk rather than goat's milk. So, after the introduction of speciality cow's milk products at exactly the right time (Ed got in when there were only 30 suppliers – there are now currently 300)."



Kevin Doran



Ed Salt



Nigel Mayes

Last to speak was Nigel Mayes, Senior Vice President at ASM, one of the leading providers for route analysis to the airline industry: "We started just over 20 years ago as an aviation consultancy. We now help Airports, Airlines and Governments on how they can grow and prosper through air travel and choice of routes.

"The Airline industry has been in a real sweet spot for the last 2 or 3 years with the price of oil. This has made a global profit across the whole industry of \$39.4 billion, and has resulted in many new air services and routes. This is a buoyant market, particularly in the Northwest with Liverpool and Manchester Airports.

"So what of the effect of Brexit on the Airline industry? The biggest impact for me would be consumer demand. I think apart from the initial shock, there's going to be a longer term impact. Not as steep as other

events, but definitely an impact. An immediate effect on British companies is the exchange rate which has dropped sterling to \$1.32 (as of 15 July). As fuel, plus a lot of supplies are purchased in dollars this has had an immediate and rolling effect on costs. However, it will make the UK more profitable in terms of visitors."

Nigel then went on to discuss more details of the Brexit vote in terms of migrancy, border control (between Northern and Southern Ireland), carrier re-location (he thought most UK carriers would remain here), mobile phone charges, passports, health cover, plus many other aspects of travel in and out of the UK.

The next K-Club will take place on the morning of Thursday 22 September – tickets are available through eventbrite.



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[www.k-club.co.uk](http://www.k-club.co.uk)

# review

# Forever Manchester kick-off with their Business Partners' Lunch



July 8 saw some actual summer sunshine make a welcome appearance at the Forever Manchester's Business Partners' Lunch which took place at Hotel Football.

Starting on the rooftop pitch, with the roof itself opened to let in the lovely weather, the assembled guests enjoyed drinks, networking and a chance to enjoy the fantastic views across Manchester.

At one end of the pitch young members of Moston Juniors FC were having a kick-around with Captain Manchester, whereas the other end saw a sold-out turnout of Forever Manchester's corporate supporters.

From there we re-located to the Stadium Suite for a delicious two course lunch plus speeches from Forever Manchester sponsor Sandy Lindsay (Tangerine PR) and Paul Mitchell, Chairman, Moston Juniors FC.

To start proceedings President of Forever Manchester Phil Jones MBE (and also MD of Brother UK) welcomed everyone and kicked off the lunch:

*"I was told a story by someone who described themselves as experts in the art of persuasion. It's about how you can get more out of your customers, or indeed more out of any situation.*

*"This involved a study of waiters. When you presented the bill, if you put one mint on it you would get an average increase in your tip of 3.3%. If you put two mints on, the tip would increase by 12%. Not bad. Now, if you put one mint down first, went away, came back and put a second mint down and said 'I really like you, here's a second mint', tips went up an astonishing 27%.*

*"It's interesting that by initially giving, then going back and giving again, you create a much bigger impact.*

*This made me think about our roles as*

*business leaders in terms of giving. If we were to give out a metaphorical mint, or two, or one then another one, I wonder what that would do for our own organisation's reputation? I would say that an increase of 27% in my organisation's reputation would be a fantastic ROI.*

*"At Brother, we've been running a community fund with Forever Manchester for just over a year now and I can't tell you how wonderful it is to give regularly.*

*"The people in our own organisation determine where the funds that we have put aside go and on what projects, and it's absolutely heartwarming to see projects in your local community start from nothing, create momentum, then become sustainable.*

*"For your own people in your own organisation to be part of that and really feel that they are doing something in their own communities is an incredible thing to witness."*

After a quick welcome from Sandy Lindsay, event sponsor, we were interrupted on stage by Sandy's mobile. She then placed it in front of the mic and we heard a speech from none other than Jose Mourinho (or a very good impersonation – particularly as he signed off with best wishes from "the Chosen One"). Pretty apt in the shadow of Old Trafford!

Next to the stage was Nick Massey, Chief Executive of Forever Manchester: *"We have an important role in society and that is to fund and support community activity across the 10 boroughs of Greater Manchester. We do this through contributions from generous individuals, families and businesses such as yours."*

Nick then invited everyone to stand and shake the hand of their neighbour. *"This is a community. This is our community of like-minded businesses, philanthropists, colleagues and friends, gathered together to enjoy each other's company and celebrate bringing*



*about change in our wider communities.*

*"We chose this venue quite carefully. Hotel Football. Not only does it bring two of Manchester's favourite themes together – football and drinking – but it provides a fantastic backdrop to Old Trafford. Irrespective of your allegiances as I wanted to use it for scale. The capacity of Old Trafford is 70,635. With your help, last year, Forever Manchester reached 240,000 local people with our work. That means we could have filled Old Trafford three times over, and still had a queue outside!*

*"The impact we make is real. It's about a hand-up, not a hand-out. What's strong and not what's wrong. It's recognising there's no 'them and us' – just 'us'."*

Next to speak was Paul Mitchell, Chairman of Moston Juniors FC, telling us of the real impact that community empowerment has through grass roots nurturing – specifically in the case of the football teams run through the schemes. Paul said they had started with 5 teams, and has now grown to 25 teams.

The afternoon was completed by a fantastic new poem commissioned especially for the event from resident poet Tony Walsh aka 'Longfella'.



Phil Jones MBE



Nick Massey



Paul Mitchell



Sandy Lindsay

For further information on Forever Manchester please visit:  
[www.forevermanchester.com](http://www.forevermanchester.com)  
or contact: **Jean Mills, Business Development** on 0161 214 0955  
or by email:  
[jean@forevermanchester.com](mailto:jean@forevermanchester.com)

# review

# pro-manchester's 30th

Manchester Crowne Plaza at the beginning of July saw pro-manchester celebrating 30 years representing Manchester's Financial and Professional Services sectors with an inaugural lunch for newly elected Chair Alison Loveday, Chief Executive at



New Chair for pro-manchester Alison Loveday takes over from Tim Grogan

berg solicitors.

With over 260 member firms and more than 5,000 individuals pro-manchester are the largest business development organisation representing the financial and professional sector and the wider business community in the North West.

They support the business community by bringing together industry experts through events, networking, forums and sector groups. In addition they build business through introductions, PR and Marketing promotion and sponsorship and help build the profile of not only their members but also of the wider business community in Manchester.

After a welcome from CEO John Ashcroft, pro-manchester's newest Chair was introduced. Alison then welcomed everyone: "I've been involved with pro-manchester since 1992 when berg first became members and have always been impressed by the ambition of the group. During that time I've engaged with various areas of the organisation being part of and

chairing the Skills Committee, heading up the Learning and Development forum and the pro women committee and most recently chairing pro-manchester's Science and Technology steering group.

"Most recently I have acted as vice chair, working with Tim Grogan to grow build on pro-manchester's reputation even more, and I'd also like to thank and welcome our new Vice Chair, Steve Kuncewicz of Bermans.

"It really is an exciting time for our city. Up and down the country, and even around the world, more and more people are recognising it is a great place live, work and do business.

"Just a couple of weeks ago, the eyes of the world were on us as we played host to the announcement of one of the most important political and economic decisions of our generation.

"This kind of accolade should not be sniffed at. It is a clear acknowledgement of not only our achievements to date, but what

could be expected from us in the future.

"The announcement for many businesses and individuals in the region and across the UK was perhaps not the anticipated one and we find ourselves in a time of political and economic uncertainty – but, we are also entering a new phase and must not be fearful of what lies ahead.

"There will be challenges and there will be opportunity but we must draw on the experience and knowledge which we have in our great city and not focus on what has passed but what we can do now and how we can work together to shape our future.

"At a local level, we are also entering a new era. This time next year Manchester will have a newly elected Mayor, the first city outside of London to do so. Although the list of candidates might not be confirmed for some time, we can be sure the next few months will no doubt be a thrilling time for everyone in the city. Whilst some of you may worry





pro·manchester  
BRINGING BUSINESS TO PROFESSIONALS

# Anniversary lunch

about the challenges of devolution, we must look at the potential and opportunity it can bring to our businesses.

"Greater Manchester is special. It is creative, entrepreneurial, honest, proud. The businesses that thrive in this region embody all of these traits.

"The city's Mayor will be able to get under the skin of our inimitable culture, to help drive them forward. Devolution offers the chance for investment in Greater Manchester to be so much more targeted. Not only by industry sectors, but by the micro industries and economies that exist within them.

"Take the burgeoning fin-tech sector, which is rapidly competing with the traditional banking sector, or the niche products being developed by our digital and creative businesses.

"These sectors could reap mass rewards from more direct investment, but a Mayor could ensure funds are available for supporting areas such as Intellectual Property, which are vital for their success.

"Strategic investment in our core and emerging industries can only be achieved by someone operating in the heart of the region. But along with the benefits of more nimble, focused financial investment, comes the potential for reputational reward.

"So, as business leaders and professionals, what does this mean for us? We play a vital role in growing the city's economy. We already operate in the country's largest economy outside of London and have the potential to

do so much more. Our science and technology sector for one has the chance to shine.

"From pioneering nuclear physics in the early 1900's to Nobel Prize winning work on the miracle material that is graphene, we have a long history of successful scientific discovery. With more direct investment, we could continue to grow this sector and be at the forefront of the next scientific breakthrough.

"So, what of the challenges for the new mayor? They will certainly be heading into the unknown. There's no doubt about that. But this historic role offers a great opportunity to set an example to the rest of the region and the country. I would challenge the Mayor to seize this with both hands.

"The concept of the Northern Powerhouse has been spoken about for many months now, but this new era presents an opportune moment to bring this concept to life.

"Our new Mayor, with sole focus on the growth of the city, should take on the challenge of making the Northern Powerhouse a reality. They could dedicate their tenure to positioning Greater Manchester as the voice of the north.

"They must look at our skills base and how to expand it. Education, at all levels, must be considered to ensure our young people have the skills to equip them for the future

economy. Having the right mix of skills is vital, and it is of course our people that keep businesses moving.

"I've already referred to our strong science and tech sector and whilst we should celebrate our achievements, and rightly so, the new mayor should not allow the sector to rest on its laurels.

"They should make sure the correct resources are readily available to stay on top of developments, challenging the norm, building relationships with other cities and countries.

"It would be rude to ignore the achievements of our media and creative industries. Media City, for one, is a shining example of how our city can really embrace a sector for the benefit of the whole country.

"In order to meet these challenges, I would call on our new Mayor to engage with us. Engage with pro-manchester to better understand the complexities and nuances of Manchester business.

"And what an opportunity this is for us. pro-manchester has grown from a small network

for professional services to representing a wide range of the region's businesses from various sectors.

"In this room alone, we have vast experience and expertise to provide the insight needed to meet the challenges of growing the city. As a group of professionals who are passionate about the future of Greater Manchester, we have the collective ambition to grow the economy.

"Our breadth of knowledge and collaborative approach means we are perfectly positioned to be the voice of Manchester business. What an exciting time for us as an organisation."

pro-manchester is a corporate membership organisation representing the 240,000 employed in the financial and professional service community in and around Greater Manchester.

Boasting more than 300 corporate member firms, pro-manchester engages with over 5,000 individuals. For more details call

**0161 833 0964** or email: [admin@pro-manchester.co.uk](mailto:admin@pro-manchester.co.uk)



L-R John Ashcroft,  
Alison Loveday,  
Tim Grogan



# focus

# Taking your team to new heights



Why not invite your business colleagues or clients for a spot of indoor skydiving? This was the suggestion to us from Mike Hollinshead, Sales Manager for Trafford-based Airkix. We asked Mike to explain: "If you are looking for a new and exciting way to entertain and motivate your team, your customers and associates, demonstrate that your business is a leader, an innovator and a great place to work, then Airkix Indoor Skydiving should definitely be at the top of your list.

"Since the beginning of time, man has dreamt of flying. It's a dream that transcends all cultures and ages and until recently only a few people could live that dream – but not any more.

"In 2009, Airkix brought indoor skydiving to Manchester and made it safe and fun for all. Their mission is to make the dream of flight a reality for everyone. You may be surprised to know that wind tunnel flying is suitable for literally anyone. As long as you're between the ages of four and 104 and in a state of reasonable everyday fitness, you're good to go.

"Disability is not a barrier to flying at Airkix as regular visitors Sportability, Blind Veterans UK and the British Limbless Ex Serviceman's Association will bear testament to.

"So, how does it work? Imagine a wind tunnel that could be used for testing the aerodynamics of an F1 racing car, turn it upright, step into the airflow and you are flying.

"It's not just a ride, it's an interactive and completely safe experience that lets you taste the thrill of freefalling from 24,000ft. You control how your body moves, every flight is different and every flight is better than the last.

"Airkix offers an unrivalled, one-of-a-kind venue, so whether you need an inspirational meeting place or a location which offers the perfect balance of business and pleasure, Airkix have the answer.

"For team building activities, Indoor skydiving offers a safe, challenging and exhilarating experience while creating

the right environment for developing confidence, enhancing creativity and building camaraderie.

"The friendly and knowledgeable team at Airkix are there to help you every step of the way - from customising packages that offer everything from catering to transportation, hosting your event and right through to saying thanks and goodbye.

"To find out more about how we can create your best event ever, you can either check out our website [www.airkix.com](http://www.airkix.com) or you can give the friendly team in Manchester a call on **0161 359 3864**.

"Speak with me, Mike Hollinshead, to arrange a VIP tour of the venue."



## CHRISTMAS PARTY FUN... ..Guaranteed!

How would you like to be the office hero this Christmas?

It's a dirty job, but someone's got to organise the Christmas party. Let's face it, it's not easy keeping everyone happy is it?

So what about doing something this year that ticks these boxes:

- A little bit different... but totally safe and secure ✓
- Exhilarating... with lasting memories ✓
- Guaranteed to put a smile on everyone's face... or your money back ✓

Airkix Indoor Skydiving offers an unrivalled, one of a kind venue for hosting your company's Christmas party.

With wind speeds of up to 120 mph you will experience all the adrenaline and excitement of freefalling the equivalent of 24,000ft, without having to worry about whether your parachute is going to open!

We are so confident that everyone in your company will love their Airkix Indoor Skydiving Christmas Party experience, that if any member of your party doesn't - we will refund their money\*. Guaranteed! \*(T&Cs apply)



### SPECIAL OFFER

If you book and pay for your Christmas Party by 30th September 2016, mention **GM Business Connect** and you will receive **20% DISCOUNT** off any exclusive flight package (excludes food)

**airkix.com**  
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Trafford Quays Leisure Village, 9 Trafford Way, Manchester M41 7JA  
(next to Chill Factor at the Trafford Centre). Tel: 0161 359 3864 [www.airkix.com](http://www.airkix.com)

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# preview Scoring

**BUSINESS**  
**connectworking**  
**CHARITY LUNCH**

# for Charity

September last year saw our very first Charity Lunch take place celebrating our 2nd birthday as a Business Magazine and also promoting our recent re-brand from Trafford Business Connect to GM Business Connect Magazine.

It was such a success that we have re-booked with Hotel Football for 23 September this year.

The event will follow the same format as previously, kicking off with drinks courtesy of Hotel Football on the unique rooftop 5-a-side pitch known as Heaven. Last year glorious sunshine followed us up and the roof panels were opened, but even if the weather isn't accommodating this time, the views from the rooftop provide a phenomenal backdrop to a busy networking start to the event. This is a great space for bringing businesses together, and the call to lunch last year was almost missed due to everyone enjoying the unique atmosphere.

Moving everyone down from the 9th floor to the first floor Stadium Suite was handled very well by Hotel Football, and once we get seated the proceedings will be hosted by Phil Jones MBE, Managing Director of Brother UK and President of Forever Manchester.

Last year Phil gave us an inspiring after dinner speech and the event was compered by John Ashcroft, noted economist and CEO of

## The Business Connectworking Lunch is back again on 23 September at Hotel Football



pro-manchester.

This year they are swapping roles and John will be giving us an after dinner speech to remember.

Our three charities will also get the opportunity to showcase the work they are doing to the room. They are invited to present a five minute slot as they did last year, and the three charities are also the

same from last year too: Forever Manchester, Royal Manchester Children's Hospital Charity and the Alex Hulme Foundation.

One of the stand-out features of last year's event was the Charity auctions and raffles. The local business community were incredibly generous with donations of some fabulous prizes, and so far we're

looking at matching that this year with some fantastic gifts and prizes currently being pledged by our very generous businesses.

To book simply go to our EventBrite page and individual tickets are available, plus, a table of 8 can also be purchased - search for: 'connectworking lunch' .



# BUSINESS **connectworking** CHARITY LUNCH



## Friday 23 September 2016

Kick off 11.30am - 4.00pm Hotel Football, 99 Sir Matt Busby Way, Old Trafford, Manchester M16 0SZ

**BACK FOR A SECOND YEAR!**

GM Business Connect magazine are once again pleased to be able to invite Manchester's business community together for a very special networking charity lunch supporting three fantastic Manchester charities:

**Forever Manchester • Royal Manchester Children's Hospital Charity • The Alex Hulme Foundation**

The event will kick off with registration at 11.30am - 12noon. This is a chance to network on the rooftop pitch with reception drinks featuring stunning skyline views across Manchester. We will then go down to the Stadium Suite to enjoy a special set menu of a two course lunch with tea and coffee, after which we'll enjoy an after dinner speech from **pro-manchester CEO Dr John Ashcroft**.

**Our compère will be Phil Jones MBE, Managing Director of Brother UK.**

There will be prize draws and raffles, including the chance to meet and network at the table with many of Manchester's leading businesses. A full bar service is available throughout the afternoon.

There is also an after-event party downstairs in the Player's Lounge.

Tickets are only **£50+VAT per person (plus booking fee)**. Dress code: Lounge Suit.

Tables of 8 are available @ **£400+VAT (plus booking fee)**.

Spaces are limited - please book early to avoid disappointment.



**JOHN ASHCROFT**  
CEO  
PRO-MANCHESTER



**PHIL JONES MBE**  
MANAGING DIRECTOR  
BROTHER UK



To book your place visit [www.eventbrite.com](http://www.eventbrite.com) - 'connectworking lunch'  
or contact **Paul Mirage** on **07708 987518** for further information.

# preview

New for 2016:

# The Cheshire Business Expo

Following the success of the Trafford Business Expo, GM Business Connect are again media sponsors of a brand new event for 2016 - the Cheshire Business Expo.

We are working with innov8 Conference Services who have now added this Expo to their impressive list of Greater Manchester-based events, including the Stockport Business Expo which we will also be sponsoring in November.

The Cheshire Business Expo will take place at the Hallmark Hotel Manchester Airport on 14 September. Already heavily subscribed by exhibitors, the event is geared to attract visitors from both Trafford, Stockport, and the North Cheshire region including Macclesfield and other busy business hotspots.

Over 250 visitors are expected and there are over 40 different exhibitors.



We are really looking forward to the debut of the Cheshire Business Expo and welcoming both local businesses and those from the surrounding areas to the event. We had received feedback from companies asking us to create more successful events alongside conducting our own market research in 2015. From this research we saw a real opportunity in Cheshire to launch a business expo and offer a networking opportunity for businesses that seemed to be missing. Since unveiling the Expo we have seen a high level of interest in both exhibition stands and delegate registrations, supporting the decision to launch the event in Cheshire.

With a trusted combination of companies exhibiting and parallel workshops, we are excited to provide the best platform for all attending to have a great experience at the event. With the differing topics within the workshops, 6 hours of potential networking and the chance to get a free professional headshot, we are sure the event will be a great day for both delegates and exhibitors!

*Daniel Campbell, innov8 Conference Services*

## Workshops

Alongside the exhibition floor, the three separate workshops will all touch on different aspects of business. This will provide a diverse line-up for delegates on the day and they are also free to attend!

These workshops will provide a great incentive for delegates to visit the Expo alongside the networking opportunities on the exhibition floor. Those in attendance can expect interactional sessions from experienced speakers, with content designed to provide information to take away from the Expo and implement within their own businesses.

**10.30am: Katie Bancroft**  
– Talent HR and Recruitment



Katie Bancroft



Andy Preston



Joanna Booth

With over 15 years' experience of working in HR and recruitment across a wide range of businesses and sectors, she understands the key role that HR plays in helping a business owner deliver their business strategy. As a psychology graduate, she blends her understanding of people with her commercial acumen and her understanding of HR.

**11.30am: Andy Preston**  
– Sales

Andy Preston is recognised Globally as a leading International Expert Sales Trainer, Sales Conference Speaker, Consultative Selling Specialist and the #1 Authority on the evolution of Cold Calling and 'New Business' Selling (300+ recommendations).

Andy has personally trained more than 90,000 salespeople, in 25 countries, and has more testimonials than any other

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**Wednesday  
September 14  
10am - 4pm**  
Hallmark Hotel  
Manchester Airport  
Handforth,  
Cheshire

Sales Speaker, or Trainer, globally. Best known as the founder of the 'Stand Out Selling' Sales Methodology, working with Andy Preston WILL improve your sales results!

**1.45pm: Joanna Booth – Social Media Makes Sense**

As a social media expert and trainer, Jo has overseen the social media successes of projects like the BBC hit series Poldark through to running a series of 'Digitally Savvy' workshops for the Business Growth Hub. She blogs for diverse brands including Sage,



Microsoft, Yahoo and Guardian Small Business. She presents on the Virgin Media Learn Digital Skills Channel and Business Growth Hub Digital TV.

The venue is served by hundreds of free car parking spaces and is situated just yards from the Handforth Bypass to ensure easy access to the hundreds of expected attendees on the day.

For a full list of exhibitors please visit [www.cheshire-business-expo.co.uk](http://www.cheshire-business-expo.co.uk)



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**Hallmark Hotel Manchester Airport**  
**14 September 2016 10am - 4pm**  
Stanley Road, Handforth, Wilmslow, Cheshire SK9 3LD

The Cheshire Business Expo is the latest event by innov8 Conference Services, following the recent successes of both the Trafford Business Expo and the Stockport Business Expo.

The event provides an ideal opportunity to source customers, suppliers and partners that will help your business grow in 2016.

It is free to attend for all pre-registered delegates, and offers:

- Cheshire focused B2B Exhibition
- Free networking
- Free workshops through the day
- 40+ company exhibitors
- Limited free car parking
- A buffet lunch
- Free catering throughout the day

**Cheshire Business Expo**

Media Partners  
**GM BUSINESS connect**  
CONNECTING OVER  
**40,000 BUSINESSES**  
ACROSS MANCHESTER

To find out more about exhibiting, speaking, or free registration as a delegate call

**0161 300 6396** or visit  
[www.cheshire-business-expo.co.uk](http://www.cheshire-business-expo.co.uk)



# review

## The Trafford Park Business Network



The end of May saw the joint Trafford Council and GM Chamber's Trafford Park Business Network take place at Hotel Football.

As a business networking event this is unique in as far as it has one sole purpose – to bring together businesses in one of the world's largest and oldest industrial parks.

Limited to attendees only based in the Park, it was nevertheless well-attended with an eclectic mix of different businesses and organisations.

Chris Fletcher, Chair of Trafford Economic Partnership and Marketing and Policy Director for GM Chamber started with a warm welcome for visitors after a very enjoyable breakfast courtesy of Hotel Football.

He then introduced the first speaker – Philip Hargreaves, Head of Access to Finance for the Business Growth Hub. *"I think the important point I'd like to talk about is the connectivity between the public and private sectors. This is not just how the public sector*

*can support businesses but how access to finance can be made available through public sector support."* Philip also described in detail the role of the Business Growth Hub in it's support of the private sector.

Next to speak was Dave Djordjevic, Chief Executive of Challenge4Change. Dave talked about the activity based centre which he runs in the heart of Trafford Park, and also the team building activities of the various programmes they offer. As a registered charity, the experience offers a unique, indoor urban experiential learning facility – a self-styled 'inward-bound' centre.

Chris then introduced three speakers from Beever & Struthers: Jaquie Adams, Stephen Harding and Julie Hernon. They introduced the various aspects of R&D tax credits – a government scheme brought in by HMRC to encourage

Chris Fletcher,  
Chair of Trafford  
Economic  
Partnership  
and Director  
of Policy &  
Communications  
for GM Chamber  
of Commerce



Philip  
Hargreaves,  
Head of  
Access to  
Finance for  
the Business  
Growth Hub.



Dave  
Djordjevic,  
Chief  
Executive of  
Challenge4  
Change.



Jaquie  
Adams,  
Beever &  
Struthers



development and innovation.

There are a number of different schemes available and the three experts from Beever & Struthers made easy work of understanding the various aspects of the schemes and also how to implement claims.

After the R&D presentation there were 10 x 1 minute slots awarded on business cards drawn out of a bucket. Then back to networking. In an area that contains over 1,000 businesses and over 35,000 employees events like this are crucial in bringing businesses together.

The Trafford Economic Partnership are currently planning the agenda for the next Trafford Park Business Network event which is looking to take place in September. For further information and to register interest in attending, contact the Trafford Council Economic Growth Team on **0161 912 417** or email **business@trafford.gov.uk**



# economics

## Nothing to **fear** but **fear** itself



Expectations of growth in the UK have been reduced for this year and next. Our forecasts have been reduced to around 1.5% GDP growth in 2016 and 2017. The economy was slowing before the referendum result. Uncertainty, generated by the decision to leave the EU is exacerbating the slowdown, or so it seems.

Businesses, unsure of the future, will hold back on investment and recruitment. Households fearful of the future will reduce spending and hoard cash. House prices will be hit as housing activity softens. Sterling will fall against the Dollar and the Euro. Markets will move lower. Commercial real estate prices will fall as business investment plans are cut back. It all looks pretty gloomy, or does it?

### Within days and weeks, worst fears were realised...

Within days and weeks of the referendum result, worst fears were realised. Sterling fell by almost 10%, the FTSE 100 and 250 index fell. Consumer confidence was hit according to the GfK data. Business survey data from the CBI, the British Chambers of Commerce and Deloitte survey of Financial Directors all appeared to confirm the gloomy outlook.

Investment plans under review, recruitment plans facing closer scrutiny, high street activity slowing, cars sales falling, property funds in London closing to redemptions. The doomsday scenario appeared to be unfolding on plan. Is it really so bad?

### Financial markets recover...

Sometimes markets move ahead of volume activity. Dealers mark down prices ahead of any real transaction volume. So it proved with the FTSE 100 and to a lesser extent with the broader 250. The 100 index trading at 6,300 on the day of the referendum, fell below the critical 6,000 level on the referendum result.

Strong results on jobs and retail sales in the U.S. pushed the Dow higher by early July, pulling the FTSE upwards above 6,600 with 7,000 now in reach as the Dow moves into clear bull territory.

Gilt prices have risen, pushing ten year gilts below 1%. Sterling looks oversold against the Dollar and the Euro, with a rally to pre-Brexit levels just as likely as further falls to parity as some predict.

### Nothing has happened yet...

Nothing has happened yet, other than a referendum result. The decision to trigger Article 50 is set for the end of the year. Then will follow a period of negotiation on the terms of withdrawal from the EU which may last two years. Trade negotiations may take a further three years to finalise. It could be five years before anything changes for UK business and consumers.

There will be no going back. The new Prime Minister has confirmed Brexit means Brexit. But what does Brexit mean? Access to the single market is the desired outcome. Access to the single market without guaranteeing access to the workers from the East, will prove to be a little more difficult.

### Business as usual...

Business as usual should be the mantra for activity in the UK and in Europe. The decision to "leave the EU" will create problems in certain business sectors but not all.

Financial Services based in London

will be hit. Foreign bankers will require a base within the EU territories unless passporting restrictions are bypassed. Euro currency settlement activity will relocate to Paris and Frankfurt within the five year framework. Some job losses or relocations are inevitable.

Aerospace will be hit. The next round of Airbus contracts are unlikely to be handed over to the exiles of Europe. Car manufacturing will be damaged in the medium term as competitive investment is sought in Eastern Europe and elsewhere.

For many and most it will be business as usual. Even in Finance, Aerospace and Motor, nothing is likely to change for the immediate future.

### Economics Overview...

Growth forecasts have been marked down for 2016 and 2017. Inflation is set to rise. Assuming oil prices and Sterling stay at current levels, imported oil prices will rise by 15% this quarter, by 35% in the final quarter of the year and by over 50% in the first quarter of 2017. (year on year basis).

No need to expect a rise in unemployment. The service sector will continue to sustain growth. The young leisure pound will offset weakness in business services. We expect little growth from manufacturing and construction.

### Government and the Bank of England will maintain momentum ...

The Bank of England has made clear it will step up to maintain activity. Some monetary action seems likely in August. Rate reductions and more QE would not be top of our agenda, especially with the impending

rise in inflation.

The Prime Minister May administration has made it clear there could be a relaxation of borrowing targets, more money for spending on infrastructure and housing, a commitment to plans for road, rail and airports slowly forthcoming.

We shall become the Singapore of Europe. Maybe then we will get access to high speed broadband? Plus we will have a new industrial strategy ... but more of this next time.

For the moment, there is nothing to fear but fear itself.

Business as usual should be the guideline.



**John Ashcroft**

pro-manchester

[www.pro-manchester.co.uk](http://www.pro-manchester.co.uk)

**pro-manchester** is a corporate membership organisation representing the 240,000 employed in the financial and professional service community in and around Greater Manchester.

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John Ashcroft & Company publish **The Saturday Economist**, a free weekly update on the UK and world economy. Sign up today to receive your free weekly bulletin [www.thesaturdayeconomist.com](http://www.thesaturdayeconomist.com)

# social media

## How do you feel **post-Brexit** as a small business owner?

Aside from the intense Facebook debates recently, there's an overwhelming feeling of uncertainty for small business owners especially those that survived the previous recession.

Will we enter another recession?

Will things carry on as before?

Will it be small businesses that feel the changes, whilst big business carries on as before?

So what should small businesses do post-Brexit?

### 1. Expand your marketing budget – don't contract

There's a well known quote attributed to Henry Ford:

*"A man who stops advertising to*

*save money is like a man who stops a clock to save time."*

In times of uncertainty, businesses will often try to cut what they consider unnecessary costs.

And bizarrely marketing is often considered something that is a nice thing to do, rather than what it actually is – an essential thing to do.

You will never grow a business by cutting back on the thing that actually brings in more customers

So in terms of marketing – expand your marketing budget, do more of the things that work and expand your customer base.

Be proactive and expand your business ahead of any post-Brexit impact rather than waiting for the

impact to hit and being reactive.

### 2. Save some cash reserves

Whilst it's impossible to guess exactly how things will develop, if the economy slows or suffers a downturn the sensible way to ride out the storm is to keep going.

In current times where borrowing can be difficult, if it's possible to build a cash reserve then that may well be the difference in riding out any Brexit downturn.

During the last recession my events business like many companies in Manchester suffered from a significantly reduced monthly revenue – to just 20% of what it was pre-recession – and it was only cash reserves that allowed us to ride through the recession.

Many other business closed down during this time and we actually managed to then double our income post recession.

If you are making huge profits now – save a little away to help you ride more austere times.

Being in a strong financial position also allows you to make the right decisions in terms of client acquisition.

You should be in the position where you take on clients because they're the right fit for your brand, rather than because you need to take them on.

### 3. Avoid buying solely on price

If 1 and 2 have been spend and save, then number 3 is spending the right way.

Buy cheap and buy twice is something I've always lived by.

It may seem wise to top up those cash reserves by shaving money off services – going for the cheaper option may not be the sensible choice.

Always make sure you're comparing like for like – it's easier with the same products, but service providers are very rarely like for like.

There's experience, results and customer service to consider and it may cost you more in the long run if you cut corners.

### 4. Up your ambition, don't lower your goals

American motivational speaker and author Grant Cardone often talks about goal setting and 10x everything you do.

Average businesses set average goals and get average results, whereas successful businesses set massive goals and get massive results.

So when it comes to goals, think about what it will attract and what results you can expect.

If you lower your goals (even if just mentally and unsaid rather than written down) because of what you assume or read in the media you will get what you expect.

### 5. Don't talk ourselves into a recession

Ultimately all of the above is about a mindset - living by a positive or negative one. It's often said that the last recession came because the media talked up the recession and then so did the rest of the country.

There are many, many businesses that rode the last recession extremely well and are now the success stories new businesses look up to.

So for every story we're reading now about multi million pound deals failing through post Brexit – there are success stories we can shout about, amplify and hero. Next time you go on to social media – retweet a positive local business story.

We need to create that positive narrative and let's talk and action our way to success rather than being negative. Success is something that we create for ourselves.

ALTRINCHAM & SALE  
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- SMALL BUSINESS OF THE YEAR (less than 3 people)
- START UP BUSINESS OF THE YEAR
- RETAILER OF THE YEAR
- PROPERTY TEAM OF THE YEAR
- PROVIDER OF PROFESSIONAL SERVICES
- LEISURE & TOURISM
- YOUNG APPRENTICE OF THE YEAR
- CHARITY OF THE YEAR OR CHARITY REPRESENTATIVE
- BUSINESS OF THE YEAR
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# digital marketing

## Estate Agents, Mortgage Advisers and Property Solicitors working together on digital routes to market.

Property solicitors now recognise the need for online marketing expertise to bring in new clients that require their professional support.

### But how? Let's look at property conveyancing.

The conveyancing market has struggled to keep pace with the digital age. There have been a few false starts with good intentions. "Veyo" was viewed to be the all singing and dancing robust conveyancing management platform that was to open the door to the internet for progressive property solicitors.

By not listening or getting to grips with what the end user needed, it failed. Their marketing was superb but unfortunately failure to deliver a service product to match what was being promised was their downfall.

The Law Gazette reported the following: "Veyo was launched to meet the need for a secure online environment in which conveyancers could conduct their work. But the statement adds: 'New providers have committed to bring free products to market within case management software to deliver LPT's vision for e-conveyancing.'"

Manchester based Property Market Intelligence Ltd have recently launched their latest free Conveyancing Software Portal (CSP), unlike Veyo which focussed only on conveyancing solicitors, this new software offers benefits to the Estate Agent, Mortgage Adviser and property solicitor in one platform.

And offers a national conveyancing service provided by members of the National Homebuyer Conveyancing Panel.

Martin Gray, Property Marketing Intelligence Director says: "Our aim is to make progress where everyone wins. We focused on why the conveyancing process has time delays and high fall out. The first part of conveyancing is to manage the instruction process.

"To do this we worked in partnership with "We Help You Too Ltd" who manage the National Homebuyer Conveyancing Panel (NHCP) and had already taken steps to turn the complex conveyancing instruction

process into the understandable.

"The result was to launch a quick quote conveyancing calculator that can easily be placed on any Estate Agent or IFA website."

Martin continued to explain ...

"By using this quick quote conveyancing calculator Estate Agents and IFAs can now offer instant informed choice to their Clients. The calculator will provide an instant quote that compares conveyancing fees and disbursements from over 150 Conveyancing Solicitors and Licenced Conveyancers without the need to enter any personal details. By providing the end user with choice, members of the NHCP can look forward to receiving high quality Clients directly into their business; a seamless transition from online to offline."

### The Conveyancing Panel

NHCP (the National Homebuyer Conveyancing Panel) is significantly larger than most of its competitors.

Conveyancing capacity is managed closely and customer service levels tracked to achieve the very best client journey.

For Mortgage Advisers and Estate Agents to keep their clients, be they homebuyers or Investors, they need to provide them with a choice of Conveyancers. This panel shows a breakdown of costs covering fixed price conveyancing legal fees and disbursements therefore allowing an informed decision to be made.

### Property Portals, are they the answer?

Estate Agents are now seeing increased online competition. These online property marketing portals are pieced together using key business partners, the individual components that exist when you are selling or buying property.

Replacing that face to face negotiation sounds easy but we believe the end result will be a mixture of both.

It is such a big deal buying or selling property that you do need key professionals to help you get to completion on budget.

### How to move forward and compete?

Property Solicitors need integrated back office case management systems. They also need systems that inform others in the chain on the key milestones of a property transaction.

Estate Agents and IFAs also need to get regular information from a Solicitor that helps them to forecast when an exchange or completion will take place; this is normally done by telephone or email and can be quite time consuming.

This new software CSP includes a secure system that tracks a conveyancing quote through to a case and a case to completion. Saving Estate Agents and IFAs time and money.

If you are an Estate Agent or IFA, you can visit [www.pmil.co.uk](http://www.pmil.co.uk) to request live access to their Conveyancing Software Portal (CSP) which can be

easily installed on your website, own branded and completely free of charge.



**Howard Jones**

Jungle Marketing

[www.jungle.marketing](http://www.jungle.marketing)

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# wellbeing

## The best way to have a great weekend

Some people obsess about their weekends. They jealously guard their time, refusing to make plans or commit anything to the diary because they're so focused on their desire to chill and take it easy. Their justification is that the rest of their time is so hectic and organised that they want to ensure their weekends are free to relax, go with the flow and do what comes naturally.

They believe that this is the best way to have a great weekend.

But whilst this may sound great in principle, it's not uncommon for Sunday night to then be spent feeling exasperated at yet another wasted weekend.

There may be regrets at not having caught up with friends, gone for a country walk or aimlessly roamed along a beach.

They may have missed arranging a little 'me time' with a good book or not given themselves a quick half an hour to sort through a messy work situation.

A little forward planning can make all the difference and mean that you enjoy a far more satisfying time. Here are some tips on the best way to have a great weekend.

### **Why not plan in advance 'wet weekend' and 'dry weekend' options?**

Discussing suggestions and having them in mind means that either way, rain or shine, you have some great ways to use your time at the ready. Then, once you're up and out of bed, you can quickly start each day.

Rainy day plans may include food shopping, listening to your music collection, going to see a film, whilst fine day plans might involve going out visiting people or places, enjoying a day out in

the country, having a bike ride.

This way you alleviate the need to waste an entire morning discussing and deliberating over what to do with your time.

### **Spending weekends with loved ones is always important.**

During the week life can be so hectic with unforgiving back-to-back appointments to accommodate.

Couples can simply end up exchanging updates and messages. Weekends potentially offer valuable time to properly talk, share and laugh together. They allow time to catch up on each other's news and remain closely connected to those relationships.

Sitting down together at mealtimes can be a great way to interact, as can playing games, sharing hobbies, going for walks or enjoying sports.

**Some people refuse to entertain anything to do with work over the weekend** but sometimes thirty minutes away from the office spent sorting out a tricky work-related matter can effectively reduce the thought of a stressful Monday morning.

And when you consider that 25% of people are reported as suffering from Sunday night insomnia the idea of doing a few tasks to prepare, so allowing you to be more in control of the coming week, isn't perhaps such a bad decision after all.

**It's important to allow time for tasks and chores at weekends** if they can't be done in the week. Ignoring them can mean that over time, the backlog accumulates and can become overwhelming.

Try to share the load and delegate some tasks if possible.

For seriously busy people it can be worth out-sourcing the more mundane chores and paying others to help with things like cleaning, gardening, ironing or DIY. The extra free time may be well worth the expense.

**Time for yourself is also important.** Decide what's needed by you in order to recharge your batteries. It might be enjoying a coffee whilst sat people-watching in the shopping mall, a yoga class, a thirty-minute relaxing bath or an undisturbed interlude reading your book.

Schedule some weekend time for yourself and keep that appointment, just like you would with a VIP client.

**And don't forget to relax and look after yourself over the weekend.** Some people find that they suffer from headaches at the weekend as they detox from the large quantities of coffee readily consumed throughout the week.

Others may find that they feel at a loss as they adjust to their weekend role with no clear 'objectives' or job description.

After possibly years spent juggling assorted commitments it can be quite stressful at first to introduce a more relaxed approach towards free time.

Be gentle with yourself as you use your weekends to reconnect with your life and with yourself.

Weekends used well can provide a regular natural break in which to switch off your work-related focus and remind yourself of the other priorities in your life.

It may even be time to remind yourself what those original priorities were, why you've always worked so hard, what it's all been for.

Be flexible, set good habits in

place and enjoy saying 'yes' sometimes to unexpected opportunities and invitations. Be prepared to try new things and occasionally accommodate others.

Yes, remember to catch up on some of the things that need doing, but equally invest in others and in yourself.

That way, when you return to work on a Monday you'll be refreshed, with a new lease of life and quite possibly a new way of looking at things, with better perspective.

Treat weekends as a positive investment in the different areas of your life.



**Susan Leigh** MNCH (ACC)

Susan runs Altrincham based **Lifestyle Therapy** offering a tailor made combination of counselling and hypnotherapy on a one-to-one or group basis.

She works with stressed individuals to promote confidence and self belief, with couples experiencing relationship difficulties to improve communications and understanding and with business clients to support the health and motivation levels of individuals and teams.

For more articles, information or to make contact please call **0161 928 7880** or visit [www.lifestyletherapy.net](http://www.lifestyletherapy.net)

# diary dates

## 4 Networking

### City Centre - Fridays Fortnightly

- 19 Aug, 2 Sep, 16 Sep... 12noon - 2.00pm

Venue Red Hot World Buffet,  
48 Deansgate,  
Manchester M3 2EG

Cost £15

Contact Jon Mason 01942 765308

### Cheadle - Fridays Fortnightly

- 19 Aug, 2 Sep, 16 Sep... 8.00am - 10.00am

Venue De Vere Hotel Cheadle,  
Cheadle Royal Business Park,  
Cheadle SK8 3FS

Cost £13

Contact Ian Lavin 07731 837936

### Stockport - Fridays Fortnightly

- 12 Aug, 26 Aug, 9 Sep... 8.00am - 10.00am

Venue Bamford Arms, Buxton Road,  
Stockport SK2 6NB

Cost £13

Contact Rene Power 07725 979362

### Sale - Tuesdays Fortnightly

- 23 Aug, 6 Sep, 20 Sep... 8.00am - 10.00am

Venue Sale Golf Club, Sale Lodge,  
Golf Road, Sale M33 2XU

Cost £13

Contact Gary Dwyer 07909 090238  
www.4networking.biz

### Salford Quays - Wednesdays Fortnightly

- 17 Aug, 31 Aug, 14 Sep... 8.00am - 10.00am

Venue The Beefeater, Salford Quays  
M50 3SQ

Cost £13

Contact Jim Frayne 07773 967757  
www.4networking.biz

## Altrincham & Sale Chamber of Commerce

### Breakfast Matters - Networking and breakfast

Thursdays 1 Sep, 6 Oct, 3 Nov 8.30 - 10.00am

Venue Cresta Court Hotel, Church Street,  
Altrincham WA14 4DP

Cost £10

## 2016 Business Awards

20 Oct 6.45pm - late

Venue Cresta Court Hotel, Church Street,  
Altrincham WA14 4DP

Cost £50

Contact Anne Jardine 0161 941 3250  
anne@altrinchamchamber.co.uk

## Bowdon Business Club

### Weekly every Friday

- early networking includes full breakfast

6.45am - 8.30am

Venue Mercure Bowdon Hotel,  
Langham Road, Bowdon WA14 2HT

Cost £10

Contact Members@BowdonBusinessClub.co.uk

## Business over Breakfast

### Networking - Fridays fortnightly

12 Aug, 26 Aug, 9 Sep... 7.00 - 9.00am

Venue Neighbourhood, The Avenue North,  
Spinningfields, Manchester M3 3BZ

Cost £15

Contact Tracy Heatley 07812 076946

## Carrington Business Park

### Networking

Mondays - 12 Sep, 10 Oct, 14 Nov

9.30am - 11.30am

Venue Carrington Business Park,  
Carrington, Manchester, M31 4DD

Cost Free

Contact Sue Murray 0161 776 4000  
smurray@cbpl.co.uk

## Cheshire Business Expo 2016

14 September 2016 10.00am - 4.00pm

Venue The Hallmark Hotel Manchester  
Airport, Stanley Road, Handforth  
Wilmslow, Cheshire SK9 3LD

Cost Free (pre-registration required)

Contact Daniel Campbell 0844 887 1550  
daniel@innov8-conferences.co.uk

## Connectworking Lunch

The best charity lunch of the year hosted by

GM Business Connect

Friday 23 Sept 11.30am - 3.00pm

Venue Hotel Football,  
99 Sir Matt Busby Way,  
Manchester M16 0SZ

Cost £50+VAT+booking fee per person

£320+VAT+booking fee table of

Contact Paul Mirage 07708 987518

paul@businessconnect  
publishing.co.uk

## Dynamic Networking

### Free Business Networking

#### Sale - 3rd Tuesday monthly

- 16 Aug, 20 Sep, 18 Oct 5.30pm - 7.30pm

Venue The Boathouse, Sale Water Park,  
Rifle Road, Sale M33 2LX

#### Stockport - 2nd Thursday monthly -

11 Aug, 15 Sep, 13 Oct 5.30pm - 7.30pm

Venue Grosvenor Casino, 59 Wellington St,  
Stockport SK1 3AD

#### Wilmslow - 1st Wednesday monthly -

3 Aug, 7 Sep, 5 Oct 5.30pm - 7.30pm

Venue Hallmark Hotel, Stanley Drive,  
Wilmslow SK9 3LD

Contact Natalie Lewis

natalie@dynamicnetworking.biz  
www.dynamicnetworking.biz

## Federation of Small Businesses

### Bring a buddy networking

1st Monday - 5 Sep, 3 Oct, 7 Nov

6.00pm - 8.00pm

Venue Orega Serviced Offices, Blue Tower,  
MediaCity M50 2ST

Cost Free

3rd Monday - 19 Sep, 17 Oct, 21 Nov

6.00pm - 8.00pm

Venue Stretford Hall, Chester Rd M32 0LG

Cost Free

3rd Tuesday - 20 Sep, 18 Oct, 14 Nov

7.00am - 9.00am

Venue Priory Park, Priory Lane,  
Macclesfield SK10 4AF

Cost Free

Contact Simon Edmondson 07766 493428

Simon.Edmondson@fsb.org.uk

## First Friday Club

### Networking - Sep 2, Oct 7, Nov 4

1.00pm - 3.00pm

Venue Pall Mall Medical, 61-67 King Street,  
Manchester M2 4PD

Cost £15

Contact Stephen Iacovou 07872 463690  
stephen.iacovou@cottonsfp.com

## Forward Ladies

### Women's Networking Power Business

#### Breakfast Club - 1st Wednesday Monthly

7 Sep, 5 Oct, 2 Nov 9.30am - 11.00am

Venue Banyan Bar & Kitchen,  
The Corn Exchange,  
Exchange Street, Mc M4 3TR

Cost £12

Contact 0845 6434 940  
enquiries@forwardladies.com

## Greater Manchester Chamber of Commerce

### Action for Business Manchester

17 Aug 7.30am - 9.30am

Venue Cloud 23, Hilton Deansgate,  
Manchester M3 4LQ

Cost £15 (members free)

### Action for Business Salford

8 Sep 7.30am - 9.30am

Venue University of Salford, Media City UK  
Plot B4, Salford Quays M50 2HE

Cost £15 (members free)

### Action for Business Rochdale

13 Sep 12noon - 2.00pm

Venue Norton Grange, Manchester Road,  
Rochdale OL11 2XZ

Cost £15 (members free)

### Quarterly Economic Breakfast

30 Sep 8.00am - 10.00am

Venue Elliot House, 151 Deansgate  
Manchester M3 3WD

Cost Free

### Action for Business Trafford

24 Nov 12noon - 2.00pm

Venue Emirates Old Trafford  
Talbot Road, Old Trafford M16 0PX

Cost £15 (members free)

### Stockport Breakfast Club

11 Aug, 13 Oct 7.15 - 9.30am

Venue Alma Lodge Hotel, 149 Buxton Road  
Stockport SK2 6EL

Cost £30+VAT (Members £15+VAT)

Contact events@gmchamber.co.uk  
0161 393 4343

## Handbags & Briefcases

### The Big Sounding Board 2016

21 Sep 10.00am - 3.00pm

Venue The Message Trust, Harper Road  
Manchester, England M22 4RG

Cost £20.00

Contact Jenny Matthews 07984 872325  
info@handbagsandbriefcases.co.uk

## K-Club Manchester

### Entrepreneur's networking breakfast

22 Sept, 17 Nov 7.30am - 10.00am

Venue AJ Bell Stadium, Barton-Upon-Irwell,  
Salford M30 7EY

Cost £30.00

Contact Amanda Manson 07754 069829  
amanda.manson@k-club.co.uk

## Manchester Business Breakfast Club

### Weekly Networking every Friday

- early networking includes breakfast

7.00 - 8.30am

Venue Manchester Tennis & Racquet Club,  
33 Blackfriars Road, Salford M3 7AQ

Cost Visitors free for 2 visits

Contact 0161 820 1135  
info@manchester-bbc.co.uk

## M62 Connections

### PAYG Networking Wednesdays Fortnightly

10 Aug, 24 Aug, 7 Sep... 9.30am - 11.30am

Venue The Coach House, Wilderspool  
Wood, Trafford Centre M17 8WW

Cost £10

### Thursdays Fortnightly

18 Aug, 1 Sep, 15 Sep... 9.30am - 11.30am

Venue The Sandbrook, Sandbrook Way,  
Rochdale, OL11 1RY

Cost £10

Contact Bill Dove 07932 044 743  
www.m62connections.co.uk

## Profile Club September Breakfast

### Breakfast Networking

30 Sept 8.30am - 10.00am

Venue The Marriott Hotel, Hale Barns,  
Manchester WA15 8XW

Cost £10

Contact Kate Gerbich 0161 929 4004  
kate@marketingprofile.co.uk

## pro-manchester Economics Conference

### Flagship economics review

21 Oct 8.15am - 3.00pm

Venue Radisson Blu Hotel  
Manchester Airport, Chicago Ave,  
Manchester M90 3RA

Cost £125+VAT

Contact Nicola McCormick 0161 817 3483  
nicola.mccormick@pro-manchester.co.uk

## Rotary Club Altrincham

### Networking, Dinner - Every Monday 7.00pm

Venue Cresta Court Hotel, Church Street,  
Altrincham WA14 4DP

Cost £12

Contact Ken Garrity 0161 929 0142  
kengarrity@hotmail.com

## Rotary Club Sale

### Networking, Dinner - Every Tuesday 7.00pm

Venue The Belmore, Brooklands Road,  
Sale M33 3QN

Contact Peter Munday 0161 969 1391  
Mari Griffin 0161 962 6078

## Stockport Business Expo 2016

16 November 2016 10.00am - 4.00pm

Venue Edgeley Park, Hardcastle Road  
Edgeley, Stockport SK3 9DD

Cost Free (pre-registration required)

Contact Daniel Campbell 0844 887 1550  
daniel@innov8-conferences.co.uk

## The Business Network Manchester

### Business Lunch 31 Aug, 27 Oct, 16 Nov

10.00am - 2.00pm

Venue The Lowry Hotel, 50 Dearmans Place,  
Chapel Wharf, Manchester M3 5LH

### Business Lunch 29 Sep, 14 Dec

10.00am - 2.00pm

Venue The Midland, 16 Peter Street,  
Manchester M60 2DS

Cost £39.95

Contact Helen Bennett 0870 751 7523  
helen@business-network.co.uk

## Trafford Business Club

### Weekly Networking every Friday

- early networking includes breakfast

6.30 - 8.30am

Venue Bean and Brush Café, The Old Sorting  
Office, 12 Hayfield Walk, Sale M33 7XW

Cost £5 for guests

Contact Jon Cheetham 07971 575977  
Laura Evans 07976 894419

## Women's 20/20

### Women's networking

#### - second Wednesday each month

- 14 Sep, 12 Oct, 9 Nov 12.15 - 2.30pm

Venue Mercure Bowdon Hotel,  
Langham Road, Bowdon WA14 2HT

Cost £20 for non-members

Contact Julie Gray  
enquiries@2020network.co.uk

## Don't forget your Business Cards!

Please note If you plan to visit any of the above events please ensure all details are correct in advance. Whilst every effort has been made to confirm accuracy some details may be subject to change.

# places to meet

## AJ Bell Stadium

Address 1, Stadium Way, Eccles,  
Salford M30 7EY  
Contact 0161 786 1570  
Facilities Conference, Meeting Rooms, Events

## Albert Square Chop House

Address Memorial Hall, 14 Albert Square,  
Manchester M2 5PF  
Contact 0161 834 1866  
Facilities Function Room, Restaurant, Pub

## Bean and Brush Art Café

Address 12 Hayfield Walk, Sale M33 7XW  
Contact 0161 973 2140  
Facilities Café, Food, Drink

## Bizspace Atlantic Business Centre

Address Atlantic Street, Altrincham WA14 5NQ  
Contact 0161 926 3600  
Facilities Conference Rooms, Café

## Bizspace Empress Business Centre

Address 380 Chester Road,  
Manchester M16 9EA  
Contact 0161 877 5579  
Facilities Meeting Rooms, Offices

## BosscO Business Design Store

Address 13 Stonepail Road, Gatley SK8 4EZ  
Contact 0161 282 0011  
Facilities Tea/Coffee, Web Design, Print,  
Business Support

## Bowdon Rooms The Cinnamon Club

Address The Firs, Bowdon,  
Altrincham WA14 2TQ  
Contact 0161 282 0011  
Facilities Conferences, Boardroom, Live Music

## Café Gourmand

Address 221 Ashley Road, Hale WA15 9SZ  
Contact 0161 929 6050  
Facilities Coffee and Patisserie Shop

## Carrington Business Park

Address Carrington Lane, Carrington,  
Manchester M31 4DD  
Contact 0161 776 4000  
Facilities Café, Conference Rooms

## Costa Coffee

Address 33-35 George Street,  
Altrincham WA14 1RN  
Contact 0161 929 0382

Address Century House, Ashley Road,  
Hale WA15 9SF  
Contact 0161 926 9913

Address Golden Way, Urmston,  
Manchester M41 0NA  
Contact 0161 926 7707

Facilities Coffee, Snacks

## Cresta Court Hotel

Address Church Street,  
Altrincham WA14 4DP  
Contact 0161 927 7272  
Facilities Snack, Rest, Hotel, Free Parking

## DeVere Venues

Address Cheadle House, Cheadle Royal  
Business Park, Cheadle SK8 3FS  
Contact 0161 492 100  
Facilities Conference, Leisure, Restaurant

## Eaton Place Business Park

Address 114 Washway Road, Sale M33 7RF  
Contact 0161 905 1424  
Facilities Meeting Rooms, Offices

## Elliot House

Address 151 Deansgate, Manchester M3 3WD  
Contact 0161 393 4352  
Facilities Meeting Rooms, Private Dining

## Emirates Old Trafford

Home of LCCC - Event Space  
Address Talbot Road, Manchester M16 0PX  
Contact 0161 282 4020  
Facilities Conference, Meeting Rooms, Events

## Event City

Address Phoenix Way, Manchester M41 7TB  
Contact 0161 870 9800  
Facilities Conferences, Large Events

## Friends' Meeting House

Address 6 Mount Street, Manchester M2 5NS  
Contact 0161 834 5797  
Facilities Meeting Rooms, Conference Venue

## Houldsworth Mill

Address Houldsworth Street, Reddish,  
Stockport SK5 6DA  
Contact 0161 975 6000  
Facilities Meeting Rooms, Conferences

## McGregors

Address 29 Stamford New Road,  
Altrincham WA14 1EB  
Contact 0161 928 1487  
Facilities Natural Organic Food Served

## Macdonald Manchester Hotel

Address London road, Manchester M1 2PG  
Contact 0344 879 9088  
Facilities Leisure Club, Spa,  
Conference Centre, Restaurant

## Manchester Airport Marriott Hotel

Address Hale Road, Hale Barns,  
Cheshire WA15 8XW  
Contact 0161 904 0301  
Facilities Leisure Club, Spa,  
Conference Centre, Restaurant

## Manchester Escalator

Address 233 Deansgate, Manchester M3 4EN  
Contact 07711 556913  
Facilities Coffee, Food, Meeting Room

## Mercure Bowdon Hotel

Address Langham Road, Bowdon WA14 2HT  
Contact 0161 928 7121  
Facilities Hotel and Leisure, Free Parking

## Mersey Farm

Address Carrington Lane, Ashton On Mersey,  
Sale M33 5BL  
Contact 0161 962 8113  
Facilities Restaurant, Hotel, Free Parking

## Midland Hotel

Address 16 Peter St, Manchester M60 2DS  
Contact 0161 236 3333  
Facilities Function Rooms, Hotel

## Mr Thomas's Chop House

Address 52 Cross Street, Manchester M2 7AR  
Contact 0161 832 2245  
Facilities Restaurant, Pub

## On The 7th The Landing

Address The Blue Tower, MediaCityUK,  
Salford Quays M50 2ST  
Contact 0161 686 5500  
Facilities Bar, Restaurant, Conference Room

## Orega Offices

Address 3 Piccadilly Place, Manchester M1 3BN  
76 King Street, Manchester M2 4NH  
Blue Tower, MediaCityUK M50 2ST  
Contact 0800 840 5509  
Facilities Meeting Rooms, Serviced Offices

## Red House Farm

Address Red House Lane, Dunham Massey,  
Altrincham WA14 5RL  
Contact 0161 941 3480  
Facilities Restaurant, Conference Room

## Red Rooms

Meeting rooms for hire across a  
range of Bruntwood properties

Address Station House, Stamford New Road,  
Altrincham WA14 1EP  
Landmark House, Station Road,  
Cheadle Hulme, Cheshire SK8 7BS  
111 Piccadilly, Manchester M1 2HY  
Contact 0843 504 4753  
Facilities Offices, Meeting Rooms

## Regus

Meeting rooms for hire across a  
range of Regus properties

Address Peter House, Oxford Street,  
Manchester M1 5AN  
5300 Lakeside, Cheadle Royal  
Business Park, Cheadle SK8 3GP  
Manchester Business Park,  
3000 Aviator Way,  
Manchester M22 5TG

Contact 0845 300 3585

Facilities Offices, Meeting Rooms

## Runway Visitor Park

Address Sunbank Lane, Altrincham  
WA15 8XQ

Contact 0161 489 3932

Facilities Conference Room, Conference area  
underneath Concorde, Restaurant,  
Concorde Experience and Tours,  
Meeting Rooms

## Sam's Chop House

Address Back Pool Fold (off Cross Street),  
Manchester M2 1HN

Contact 0161 834 3210

Facilities Restaurant, Pub

## St Anthony's Centre

Address Eleventh Street, Trafford Park,  
Manchester M17 1JF

Contact 0161 848 9173

Facilities Conference Rooms

## San Carlo Fiorentina

Address Manchester Airport, Marriott Hotel,  
Hale Road, Hale Barns,  
Cheshire WA15 8XW

Contact 0161 904 5043

Facilities Bar & Restaurant

## The Coffee House

Address Warburton House, 14 Eagle Brow,  
Lymm WA13 0LJ also at  
102 School Road, Sale M33 7XB  
Contact 01925 551797  
Facilities Coffee, Snacks

## The LifeCentre

Address 235 Washway Road, Sale M33 4BP  
Contact 0161 850 0770  
Facilities Meeting Rooms, Café

## The Lowry Hotel

Address 50 Dearmans Place, Chapel Wharf  
Manchester M3 5LH  
Contact 0161 827 4000  
Facilities Conference, Leisure, Hotel

## The Mere Golf Resort & Spa

Address Chester Road, Mere,  
Knutsford, Cheshire WA16 6LJ  
Contact 01565 830 155  
Facilities Meeting Rooms, Conferences

## Victoria Warehouse

Address Trafford Wharf Road, Stretford,  
Manchester M17 1AB  
Contact 0161 660 7000  
Facilities Conference, Leisure, Hotel

## Warren Bruce Court

Address Warren Bruce Road, Stretford,  
Manchester M17 1LB  
Contact 0845 602 5047  
Facilities Meeting Rooms



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