



Surrey Business Club PRODUCTS & SERVICES

www.surreybiz.net

JULY 2005

Need An IT Company You Can Trust?

Computing services especially for the smaller business

Support Team offer a portfolio of services that will grow with your business, offering you practical advice at every step.

Support Team will work with you to identify, install and support the right solution for you, in a cost-effective package.

Support Team are staffed by IT Professionals, whose experience will ensure you receive the right solutions in a timely manner.

Call Richard for a free, no obligation consultation.



Support Team
Making Technology Work for You

☎ 0870 4 10 90 80

✉ info@SupportTeam.co.uk

Support Team, 2nd Floor, 1 Tannery House, Tannery Lane, Sand, Woking, Surrey. GU23 7ZF

DIRECT MORTGAGE ASSOCIATES

No need to waste time comparing lenders - we will do that for you. We have access to whole of market ensuring you get the BEST deal. We may charge a fee for our services dependant upon your circumstances.

The fee will not exceed 1% of the loan. Think carefully before securing other debts against your home. Your home may be repossessed if you do not keep up repayments on your mortgage

Call MARY WARING 020 8224 6914

Direct Mortgage Associates is an Appointed Representative of Prestbury Financial Ltd which is authorised and regulated by the Financial Services Authority.

YOUR HARD-EARNED MONEY SHOULD BE LOOKED AFTER!

- ✓ Benefit from the personal input of Ian Kent
- ✓ Local professional support with the resources of the nation-wide Certax network on hand
- ✓ Free initial consultation and competitive quote



Let me advise on your tax, accountancy and other needs so you can concentrate on running your business



Professional Accountants & Tax Advisors for small businesses

Ian Kent CA FIIA 01483 428777 iankent@certax.co.uk
3 Mayen Place, Nightingale Road, Godalming, Surrey. GU7 3AH

How good is your Health & Safety and Risk Management planning?

Health & Safety Executive statistics for 2001/02 show:
Of 1,064 prosecuted, **more than 84%** resulted in convictions
The average fine per offence was **£8,284**

Can YOU afford to be one of next years statistics?

Get yourself geared up to face the unexpected with our specialist services. Whether you need to make policy documents, want a safety audit, need staff training or want inspections, we're on hand to help you make the grade. Our independent consultant, who understands the needs of the smaller business, will give you a valuable, cost-effective service tailored to your needs.

CALL Trevor Dodge on:

07798 683938 or tdodge@btconnect.com

DODGE CONSULTANCY SERVICES

OCCUPATIONAL HEALTH AND SAFETY - RISK MANAGEMENT

Are you in the market?

Secure your business prosperity by applying our professional planning, marketing & management support services



Contact Martin Evans:

telephone & fax: 01372 800820

info@tmecmarketing.co.uk

www.tmecmarketing.co.uk

28 Richmond Way, Leatherhead, Surrey. KT22 9NR



DESIGN FOR SUCCESS

A well-designed business image can say a thousand words to promote your products and services

GET A DESIGN THAT WORKS FOR YOU TODAY!

Call Stephen Lewis for your free meeting:
01420 594644 Stephen@SL-Design.co.uk



Stephen Lewis
DESIGN
Consultancy

Special Graphic, Web & Product Designs

JULY 2005: EVENTS IN SURREY

D	ORG	EVENT TITLE	PERIOD	PLACE	VENUE	m	*COST	nm
1	SCC	Planning - an open debate	Breakfast	E. Horsley	Horsley Towers	£20.00	£30.00	
2	BLS	Enterprise Show	All day	Redhill	The Harlequin Theatre	-	-	
5	SBC	Leadership through Innovation	Evening	Guildford	Oak Suite, UniS	-	Free	
	BLS	Effective marketing: route to business growth	Morning	Godalming	The Manor House	-	£29.38	
	SCC	Minute to win it	Breakfast	Sunbury	Holmes Place	£15.50	£22.00	
	UniS	The power of the mind	Breakfast	Guildford	Cathedral Refectory	-	-	
	TE	Croydon Lunch	Lunch	Croydon	Coulesdon Manor Hotel	£12.50	<£16.16	
6	BLS	Be your own boss	Morning	Basingstoke	Basingstoke & Dean B.C.	-	-	
	SCC	How knowing your customers improves sales	Breakfast	Farnham	Farnham College	£10.00	£10.00	
7	SCC	Trip to Epsom Races	Evening	Epsom	Epsom Race course	£32.00	£37.00	
11	TE	Kingston Lunch	Lunch	Kingston	Hotel Antoinette	£12.50	<£16.16	
12	SBC	Bowling & Meal (Leisure Circle)	Evening	Guildford	Spectrum Leisure Centre	#£9.20+meal		
	BLS	Grow your profits by 125%	Morning	Cobham	Silvermere Golf Club	-	£17.63	
13	BLS	Be your own boss	Morning	Woking	BLS Offices	-	-	
	SCC	How apprenticeships help your company grow	Breakfast	Guildford	Holiday Inn	£15.50	£22.00	
14	BLS	Be your own boss	Morning	Epsom	Epsom & Ewell Council	-	-	
	SCC	Golf - 9 hole Stableford competition	Evening	Hersham	Hersham Village Golf Club	£28.00	£33.00	
15	SCC	Annual Guildford Summer Lunch	Lunch	Guildford	Tithe Barn, Loseley Park	£36.00	£43.00	
16	BLS	Be your own boss	Morning	Aldershot	Princes Hall	-	-	
18	TE	Walton & Guildford Lunch	Lunch	Walton	Burhill Golf Club	£13.50	<£16.16	
19	BLS	Plan it, plot it, make your business grow	Morning	Redhill	Nutfield Priory	-	£29.38	
	BLS	Running a new business, what's next?	All day	Woking	BLS Offices	-	-	
	SCC	10 ways to secure a sale	Breakfast	Guildford	Guildford College	£17.50	£25.00	
20	SCC	Guildford Cricket Festival	All day	Guildford	Guildford Cricket Ground	£145.00	£190.00	
21	SBC	Golf (Leisure Circle)	Afternoon	TBA	TBA	#TBA		
	BLS	Be your own boss	Morning	Basingstoke	Basingstoke & Dean B.C.	-	-	
26	TE	Epsom Lunch	Lunch	Epsom	South Hatch Restaurant	£11.75	<£16.16	
27	TE	Social - Chinese meal	Evening	N. Cheam	The Royal China	£19.39	£19.39	
28	BLS	Be your own boss	Morning	Basingstoke	Basingstoke & Dean B.C.	-	-	

SBC Surrey Business Club (www.surreybiz.net/events)
 BLS Business Link Surrey (www.businesslinksurrey.co.uk/events)
 SCC Surrey Chambers of Commerce (www.surrey-chambers.co.uk)
 UniS UniSdirect (www.unisdirect.com/happening)
 CIM Chartered Inst. of Marketing, Croydon (www.cimcroydon.co.uk)
 TE Trafford Enterprises (www.traffordenterprises.com)

* SBC: Non-members attending club meetings may attend one meeting for free, and it's £15 for subsequent meetings.

SBC 'Leisure Circle' events are at cost price and open to all.

< Trafford: Non-members charged £16.16 for 1st meeting, £23.49 thereafter

+ All prices include VAT where applicable m= Members nm= Non-Members

TIME TO GET ORGANISED!

Move YOUR business forward by saving time and money with Sage accounts & forecasts

Tel: 01483-281154
www.bizworks.org.uk

Business Works Consultancy
 Bookkeeping & Accounting Services

When you want to **SAVE TIME** and your business to make **MORE MONEY**: exploit my chairman/MD experience to help plan and manage your next **BUSINESS BREAKTHROUGH**: contact:



Tel (020) 8781 1142
 Mobile 07785 256114
info@akid.co.uk

200 Somerset Road
 Wimbledon, London SW19 5JE

So you think you need a website.....

What for?

If you don't know what your goal is, we're unlikely to be able to help, so understanding your target is very important to us. We then work with you to achieve what you want, within your budget.

Ask for your free consultation Today



Email: info@webskills.co.uk

Tel: 01932 252078

Website: www.webskills.co.uk

Acorn House, Misty's Field,
 Walton-on-Thames, Surrey. KT12 2BG

THIS COULD BE YOUR ADVERT!



BUSINESS PROFILE

DIRECT MORTGAGE ASSOCIATES

Should I use a mortgage advisor? As a mortgage adviser I am bound to recommend you say "yes", but then I would say that wouldn't I? Hopefully at the end of this article I will also have provided enough information for you to agree with me.

Can't I just walk into a high street lender and ask for a mortgage? Well, for many people that is an option. However, 1 in 4 applicants get turned down for the mortgage they need by a high street lender. Most have strict criteria as to who they will lend to and how much, and often the process is computerised. So if you don't "tick all the boxes" you will not get the mortgage you are looking for.

Even if you do get an offer how do you know there isn't a better option available to you from another lender? A mortgage adviser will benefit the following groups:

- If your requirements are not standard, eg:
- If you are self employed
- If you have adverse credit
- If you are buying an unusual property
- If you are a first time buyer
- If you don't have the time to find the best deals

Mortgage advisers will have access to thousands of different products and will be familiar with specialist lenders, often with products not available to the general public.

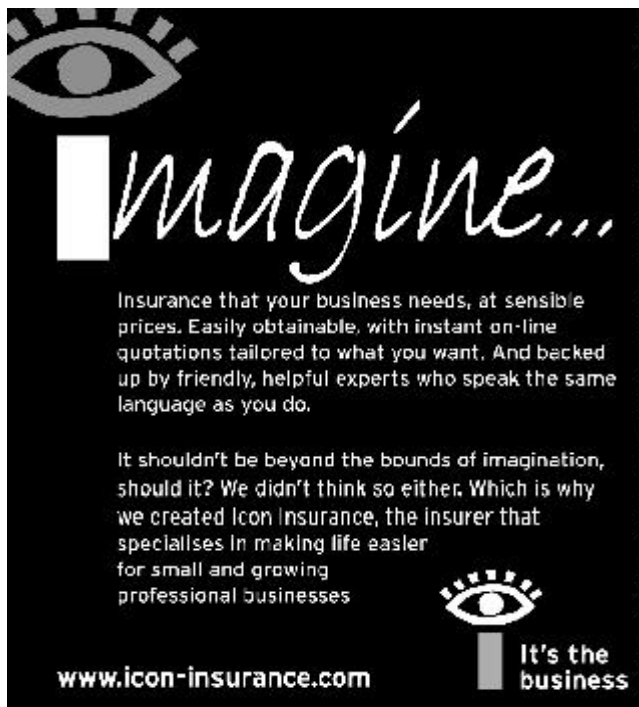
A mortgage adviser may charge a fee for their services. However, if they can secure a better deal it will be money well spent. A mortgage is a long term commitment and it would be a false economy to save money in the short term but to end up paying more over the longer term.

A good adviser will also keep an eye on rates and advise you when you should change to a different product. For example, they should advise you to move from a base rate tracker mortgage just before the rates have hit the bottom and about to rise. If it is left too late all lenders will have adjusted their rates for the impending upward move. The remortgaging will cost but if it saves money each month the cost can soon become a net saving.

A good adviser should also contact you shortly before your fixed rate or discounted rate comes to an end so that you can get the best deal on the market for the next period.

If you need mortgage advice please contact me to see how I can help. My initial consultation is free, so you have nothing to lose and potentially a lot to gain.

Mary Waring, Direct Mortgage Associates.
Tel 020 8224 6914 maryw.dma@ntlworld.com



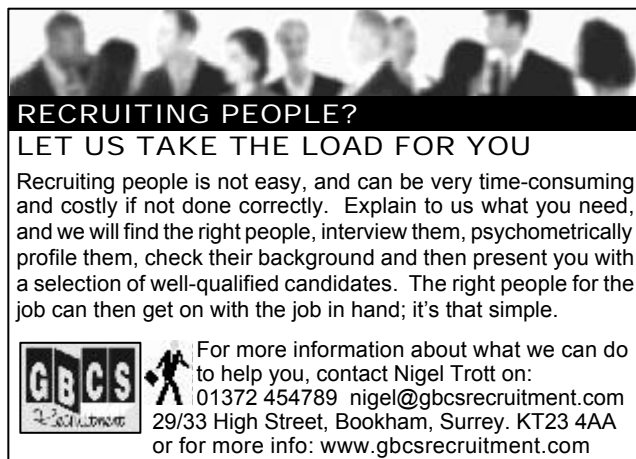
Imagine...

Insurance that your business needs, at sensible prices. Easily obtainable, with instant on-line quotations tailored to what you want. And backed up by friendly, helpful experts who speak the same language as you do.

It shouldn't be beyond the bounds of imagination, should it? We didn't think so either. Which is why we created Icon Insurance, the insurer that specialises in making life easier for small and growing professional businesses

www.icon-insurance.com

It's the business



RECRUITING PEOPLE?
LET US TAKE THE LOAD FOR YOU

Recruiting people is not easy, and can be very time-consuming and costly if not done correctly. Explain to us what you need, and we will find the right people, interview them, psychometrically profile them, check their background and then present you with a selection of well-qualified candidates. The right people for the job can then get on with the job in hand; it's that simple.

For more information about what we can do to help you, contact Nigel Trott on:
01372 454789 nigel@gbcsrecruitment.com
29/33 High Street, Bookham, Surrey. KT23 4AA
or for more info: www.gbcsrecruitment.com

Too much to do? Need some assistance?
Get yourself 'TOTALLY ORGANISED'

We can save you TIME, MONEY and EFFORT by:

- ✓ Only charging you for hours worked
- ✓ Giving easy access to PA & secretarial support
- ✓ Supplying administrative know-how
- ✓ Dealing with all your paperwork
- ✓ Organising virtually anything you like



Contact Linda Haynes:
01306 730074
info@totallyorganised.co.uk
www.totallyorganised.co.uk

Leaving you free to do what you're good at

Promote your business to members and the wider readership. A 2 unit advert costs just £40 for 12 issues and the most popular size, 4 units (84x60mm), is just £80. Different sizes and advertising periods available, as well as non-member rates. Book your space now on: sbcnews@surreybiz.net 01420 594644

GET THE WEB WORKING FOR YOU
YOUR OWN WEBSITE THAT REALLY WORKS!

- ✓ A First Professional Review
- ✓ User-Friendly, Easy-Use Websites
- ✓ Web Design & Hosting Services
- ✓ Domain Name Registration Services
- ✓ E-Mail & IS-Commerce Packages
- ✓ W3C & XHTML Modern Design
- ✓ Accessible Websites

For more details Contact:

Your Web Services Ltd
"Your Business Card on the Internet"
Tel: 01932 761917 Fax: 01932 763723
Email: info@select-your-web.co.uk - Web: http://www.select-your-web.co.uk

YOUR DREAM DESK
An ergonomic desk can help dreams flourish!



Whether you want a complete office refit, new furniture or just a chair, we can help you achieve your goals. **SBC** members can benefit from discounts of up to 45% on furniture, so contact us today for your free catalogue:
01306 711984
info@mikewallerprojects.co.uk
www.mikewallerprojects.co.uk

Mike Waller PROJECTS LIMITED

UK UK-Worldwide Enterprises

More than just
Your local computer store

Tel: (020) 8670-3388
info@ukwwe.co.uk
www.ukwwe.co.uk
280 Norwood Road,
West Norwood,
LONDON. SE27 9AJ

digitstamp Self-inking rubber stamps

-  Your design can use any clip-art, logos, fonts & photos
-  Choose from black, blue or red ink, in a range of sizes
-  Produced in minutes...
...a thousand uses

APPROVED

LOST FOR WORDS?

- ✓ Your TIME is precious - DON'T waste it sitting there with writer's block!
- ✓ Let me write you GREAT sales letters, brochures, ads, website copy etc.
- ✓ Call Keith Grover today on 01932 845814 for FREE help & advice...

freelance copy .co.uk
making words work harder for you

FIND YOUR LOST DATA
Get your data storage systems working for you

- * DATA RECOVERY
- * TAPE DRIVE REPAIR
- * OPTICAL DRIVE REPAIR

Optical Drive Repair Ltd
01737 379999 service@odrl.co.uk
www.odrl.co.uk

 **ODR** The Data Storage Specialists

YOUR OWN BANKING EXPERT
Benefit from our experienced consultant bankers, with services for both banks & professionals, and their clients.

WE CAN HELP YOU WITH:

- Interest and charges reviews
- Innovative fund raising
- Bank tenders and negotiations
- Expert opinions and witness reports
- Banking services made to measure



Contact **TONY GREENMAN** on Tel: 01372 457364
tony.greenman@bankexperts.co.uk www.bankexperts.co.uk
THE BANKING LIAISON GROUP LTD

Surrey Business Club
www.surreybiz.net

JOIN THE CLUB...

- ✓ Monthly Meetings
- ✓ Guest Speakers
- ✓ Key Issues Addressed
- ✓ Networking
- ✓ Socialising & Good Food
- ✓ Informative Newsletter
- ✓ Club Website & Directory