



Surrey Business Club NEWS

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AUGUST 2005

EVENTS

www.surreybiz.net/events

August 3rd (Wed) Village Hall, WOTTEN

BARBECUE & GAMES

Your chance to let your hair down, eat, drink, chat and perhaps play a game of boules.

September 6th Pine Ridge Golf C, FRIMLEY

PUBLIC SPEAKING MADE EASY

Details to be confirmed. This is a joint meeting with Lightwater Business Association.

October 4th The Fairmile, COBHAM

'SPEED NETWORKING 100' EVENT

Another chance to promote your business to a room-full of people.

November 1st Brooklands, WEYBRIDGE

FINANCIAL WORKSHOP

Provisional title and venue - details to be confirmed.

3rd AUGUST: Village Hall, WOTTEN

SPITROAST & SUMMER SOCIAL

This is your chance to let your hair down and relax - recover from the stresses and strains of your working life.

This summer we have got in the professionals - we've got in the 'Surrey Spitroast & BBQ Catering Company', and they're offering something quite different. We'll be eating food cooked the South African way. To tell you more, here's what they have to say on their website:

"Experience the unique cuisine of South Africa here in the UK.

Open fire spit roasting of meat is one of man's oldest cooking techniques and probably the most tasty and rewarding. South Africa has a great tradition of open air cooking and a unique

national cuisine. The Surrey Spitroast and BBQ Catering Company brings all this to you here in the UK.

Our South African Chef offers a wide range of main courses and side dishes. In addition to our spitroasted meats, our range of menus includes a delicious selection of vegetarian, seafood, South African and other specialities, and a buffet service."

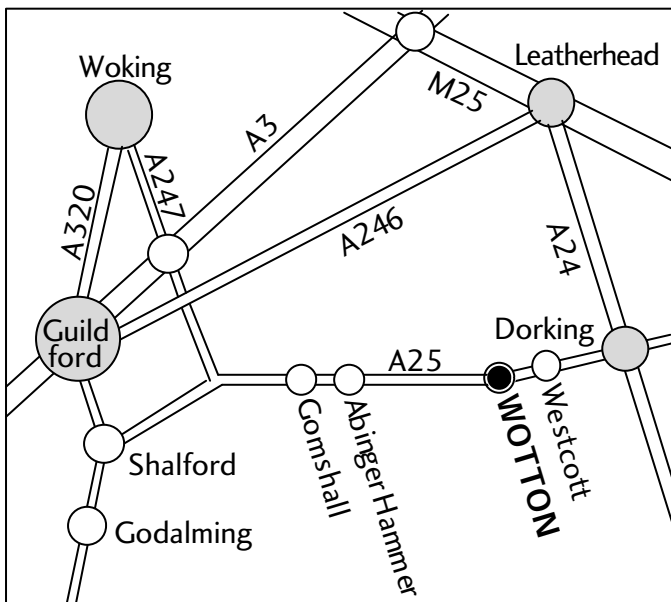
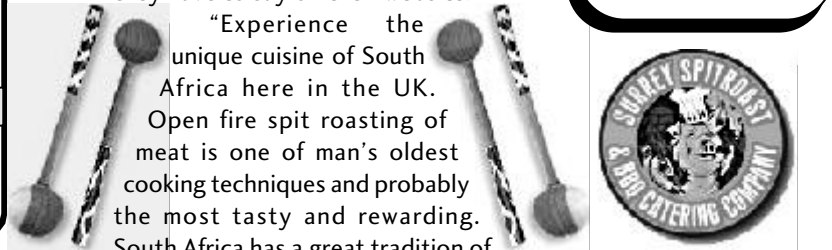
I hope that whets your appetite! If you want to know more about them, please see their website www.surreyspitroast.co.uk (how's that for a free plug).

The times are 6.30pm 'till about 9pm, whence the stragglers can decamp to the very nearby pub. In between eating, we'll have the usual chit-chat and perhaps a game of boules, or anything else that you care to bring to keep us amused.

We have given our spitroasters an estimated figure of attendees (leaving some leeway), so don't worry if you haven't notified us as yet. Please make the most of this event, as Deryck Svensson of Webskills UK has been kind enough sponsor nearly half of the event cost. Remember, it's for members and their 'other halves' only, so if you're a prospective member, we ask you to join on the night if you want to attend.

Pre-register by
FRIDAY
29th July

MEMBERS & PARTNERS ONLY
meeting@surreybiz.net
01483 281154



Wotton Village Hall,
Wotton (west of Dorking)

To reach Wotton, you can approach from either direction along the A25 from Dorking or Guildford. If coming from the Guildford direction, Wotton is some way after Gomshall and Abinger Hammer. Coming from Dorking, it's the next village after Westcott. Wotton Village Hall is behind 'The Wotton Hatch' pub, located on the south side of the A25. On the left-hand side of the pub you'll see a sign to the pub carpark and the village hall. You can park here and the hall is on the far side of the carpark. Please come rain or shine, as there are areas indoors and out. There will be spitroasted food and soft drinks provided. Please bring your own alcoholic drinks or buy them from the nearby pub.



QUESTION WHY YOU'RE IN BUSINESS AND YOUR GOALS

Many of you reading this will be working damned hard, perhaps six or even seven days a week in order to keep a roof over your head and pay for your wife's shoes (sexist, I know!). Of course, there are now vast numbers of women who are self-employed, many of whom are enjoying the freedom after seeing off their brood of children. Many more younger people of both sexes are now choosing to be self-employed or directors of their own company. In fact SMEs are now the life and blood of the UK economy, and that's why it's so important to think hard about why you're doing it.

What I'm getting at is that there are those who will tell you that they do what they do because they need money. It sounds like a simple and obvious equation that a one year old could do. The reason it's not that simple is that money in itself is not that rewarding - you could try smoking it, but it's an expensive habit! Of course, we are in fact earning money in order to buy things in exchange for it. It seems lost on many that money is simply a means of exchange. Yes you can invest it and get it in by the shed-load if you're a successful businessperson, but the reason for having it is still the same: you buy things to improve your life.

So you work seven days a week to pay a vast mortgage and to afford the occasional exotic holiday, you own a fast car, have three dogs to feed and an expensive hairdresser. If you are working this hard to get all this, you have no time to enjoy it. Alright, you can invest some for your future, but that's not much good for the present. I wish that people would examine their earning to life-satisfaction ratio - more money does not necessarily mean a more enjoyable life.

For my part, I'm nearly always skint. It hurts my pride and means that I cannot afford to buy the many luxuries that my heart craves. However, in return I have much more freedom to pursue things I want to do. I concede that I'm lucky in that I live with my parents, so my living costs are much lower. Unlike some, I like living as a family with my parents, although I am always looking for the right young lady to take over from my mother to tell me what to do!

I realise that home-ownership is an expensive business these days - more-so since house prices have shot up vastly over their 'bricks and mortar' value. It is nice to live in a big house in a quiet area, but it's not an end in itself. Strangely, the simplest pleasures in life are free, and many people fail to appreciate the world about them - they are far too busy earning money to care. We live in a cutthroat dog-eat-dog world, but there's no reason why you should be aiming to be in the thick of it.

What am I suggesting? Set your goals in life as things you really want - not cars or boats; simple things like having a wife or husband that you love and enjoy being with, to live in a nice town where people are friendly. These things should be why you exist, then look at ways in which you need to earn money in order to maintain that desire. By making your core desires your reason for earning money, you might then look at the balance of the discomfort earning more money has on the very thing you want to preserve or create. It's not rocket science, but it's surprising how many people start from the money end of the equation, and dare I suggest, mightn't that be why so many people get divorced.

Stephen Lewis, philosopher and general nutter!

TIPS FROM MANAGEMENT TODAY

These snippets were faxed to me by Tony Greenman (past SBC Chairman) in 2004, and I have held them back for a rainy day. As it happens, it did rain today, and what better time to use them when I've nothing else to print...

10 Ways to Celebrate Success

1. Tell everyone why their part was vital
2. Talk through what went right
3. Arrange for a professional photograph of the team
4. Promote people while they're confident
5. Plan for more success
6. Publicise the success internally
7. Get a thank you from the big boss
8. Give people time off
9. Take a cheap group flight somewhere
10. Cash is always good!

Guy Browning

(This man obviously lives in hope!)

How to make good people great!

Work with each person in your team..

Clarify on an individual basis the differences between doing the job well and excelling.

Set a good example...

Become mindful of your own behaviour and remember that your team will use you as their model of peak performance.

Agree specifications with clear measurers...

Ensure that objectives make team members feel part of an exciting project.

Be supportive...

Arrange regular meetings to help people stay on track. Listening to the individual and helping them deal with a problem will equip them better to solve situations in the future.

Reward peak performance...

...but make sure this is different from the rewards for competency. Are the differences appealing enough to ensure people give their best?

Avoid vanishing victories...

Be sure that you give the right level of praise and celebrate when great things happen rather than moving quickly on to the next project.

Find the right balance of challenge and skill...

Too much challenge leads to feelings of anxiety, but a surplus of skill can lead to boredom.

Recognise and reflect on events as they happen...

Ask questions informally or during meetings. This will help raise awareness in your team and help its members to feel that their experiences are valued.

Help people identify distractions - then reduce them...

Are these simple processes that you can put in place to help people focus on doing a great job?

Show commitment to each person...

Have a clear understanding of their motivations and make sure you help them achieve their own personal dreams and desires.

(I couldn't resist this - if you really want to make good people great, all you have to do is feed them more! This is obviously a common technique, as there are now a lot of 'great' people about!!!)



“LEADING THE FIELD”

Our July meeting in the Oak Suite at Surrey University was an SBC ‘spectacular’, which was open to non-members and free of charge for all, (for details, visit www.leadingthefield.co.uk). Fifty-eight attendees, including twenty-three SBC members, braved wind, rain and some unusually heavy A3 traffic on the night to make this a hugely successful affair.

We were invited to run the event as part of the Leadership Skills programme for Surrey businesses, a joint initiative by UniSdirect, Surrey Chambers of Commerce, Business Link Surrey and the Surrey Economic Partnership. The scheme is backed by the European Social Fund, so we could afford not only to lay on an ample buffet for sixty people, but also to take the unusual step of paying our speakers.

For those readers not familiar with SBC, we’ll let you into a trade secret: we persuade all our prestigious guest speakers to come along and give us the benefit of their expertise free of charge, because we’re a not-for-profit organisation. This means SBC members enjoy outstanding business and personal development presentations as part and parcel of their subscription, rather than paying an additional charge for each meeting, as is the case with most other business associations.

On this occasion we enlisted the help of two specialist training organisations - The Learning Corporation (www.tlc.eu.com) and The Barney Tremblay Partnership. They agreed to host a session each, on Leadership through Creativity and Innovation, and Dressing to Impress for Business respectively. As it happens we got even more than we bargained for, because Richard Fox of TLC brought along his associate Ray Lamb to make a joint presentation, and Barney Tremblay was accompanied by five associates, including Dorothy Murdoch and Carol Palmer to run their session. The timetable also included ample opportunities for networking and making new business contacts.

The superb presentation sessions offered just the right mix of participation and insight, with a generous helping of fun, which is always welcome. The lively buzz throughout the buffet sessions and long after the presentations finished showed there was plenty of effective networking going on too. Many attendees said how much they enjoyed the event, which we’re delighted about.

Following this resounding success, we can now look forward to the famous traditional SBC August BBQ. I can almost taste that succulent spit-roast lamb already, and (lest we forget) the village hall is only twenty yards from the Wotton Hatch pub. Sheer heaven!

Keith Grover, FreelanceCopy.co.uk



TOP: Richard Fox telling us the road to creativity
 CENTRE: Ray Lamb showing us his chart to explain that we need to move from ‘Don’t Know What we need to Know’ to ‘Know what we Don’t Know’ and up to ‘Know What we Know’!



LEFT: Carole Palmer shows us her showy (red & white) coat
 BELOW: Groups getting creative! (on the right is Sue Parks who is speaking at our September meeting).





WELCOME NEW MEMBERS

SRI LANKAN VILLAS NOW
 Mr. Shyam Muhandiramge
 Last month we welcomed a property investment member, this month Shyam can help you to buy your own villa in Sri Lanka.
 Tel: 01932 229069
 E-Mail: virajgems@aol.com
 Address: 6 Orchard Court, Bridge Street,
 WALTON-ON-THAMES, Surrey. KT12 1AN



THANKS TO GARETH JOHNSON

Our official photographer, Gareth Johnson, has decided that he can no longer continue his role. For those not in the know, the story of Gareth's investiture into his role went something like this: Gareth was invited to the May 2004 Club meeting as a guest by our previous photographer, Iain Howell. As the evening progressed, Iain slowly worked round to suggesting that Gareth might like to take photos for the Club because Iain was retiring from photography. Fortunately for the Club, Iain's cunning plan worked, and we are very grateful to Gareth for stepping-in. We made Gareth an honorary member in recognition for his work, and I commend Gareth on the quality of his work (even his 'slanty' pictures!).

Gareth tells me that he has found it increasingly difficult to get to meetings, especially since a photographic group in London meet on the same day. Much as we shall miss him, we have to recognise that we've all got businesses to run. As such, I'm sure I can speak on behalf of the members in thanking Gareth for his input into the Club and wish him well as his business develops.

For our part, we are now short of a photographer. Whilst your editor can take photographs, this is not a long-term solution. I know 'you lot' are used to me doing everything, but by the end of this year this will not be the case and other people are going to have to step into the breach. If you would be prepared to take pictures, or you 'know a man who can', please let me know. I know photographs may not seem important, but in fact they are a very good way of showing what we're about and what we do.

Stephen Lewis, Editor



BOWLING

Ten SBC members, prospects and 'other halves' met for ten-pin bowling at The Spectrum, Guildford as usual last month. Your Chairman was only able to attend the meal, and a scoresheet was not produced, so goodness know who won or not! However, we were pleased to see new faces and to welcome our newest member, Shyam Muhandiramge.

Join us for the next Bowling evening on **Tuesday 16th August** at Spectrum Leisure Centre in Guildford, costing £9.20 including shoe hire. We'll be playing from 7pm until about 9pm, with a meal out afterwards.



GOLF

Here are the results of the Golf played at New Malden Golf Club on 21st July 2005:

1st Richard Jones, 2nd Paul Cawthorne, 3rd Deryck Svensson, 4th Keith Grover. This month's golf will be on either the 25th or 26th August - confirmation of venue and time details will be available at www.surreybiz.net nearer the time (this is a timely prompt for your editor to update the website!).

Deryck reminds us that you don't have to be a Tiger Woods or a Paul Cawthorne to play, and we also normally get half-price green fees. E-mail Deryck Svensson on golf@surreybiz.net for more information.

THE FUTURE OF SBC NEWS

As you will have seen in the Products & Services section, this newsletter is now available to read on our website. This is the start of a deliberate move away from a paper newsletter to a virtual newsletter. This is mainly due to the fact that I have announced to the committee that I wish to give-up as editor of this newsletter at the end of this year. When I first announced this, jaws were seen to drop. However, after about 85 issues to date, I have found it to be rather a burden. Holidays have to be planned around production dates, and I have to worry about getting-in material from a far from forthcoming membership.

SBC News has become part of my life, and although I shall miss having a place to speak out to an audience, it just might give me impetus to grow my business. For those that don't know, I have a weakness for doing work for nought (don't tell anyone!). This is mainly escapism, coupled with the fact that having no formal client gives me a far freer rein to try out new ideas and to be more in control. Whilst it's easy to moan, Surrey Business Club has proved to be a good place to develop my abilities both as a designer and as a journalist. When I first joined I hardly had the confidence to speak to anyone - now they can't shut me up!

Fear not for SBC News, it will go on in one form or another, as will the Club, as long as there is a demand and people willing to put in their own time and effort to keep it afloat.

Stephen Lewis, Editor

 OFFICIAL MONTHLY NEWSLETTER	CLUB SPONSORS   	NEWSLETTER & CHAIRMAN Stephen Lewis, 4 Archery Rise, ALTON, Hampshire. GU34 1PG sbcnews@surreybiz.net 01420 594644	MEMBERSHIP: Linda Haynes Upper Lodge, Holmbury Hill Rd Holmbury St. Mary, DORKING, Surrey. RH5 6NR membership@surreybiz.net 01306 730074	SECRETARY: Philip Jones Comrie House, Grange Drive, WOKING, Surrey. GU21 4BU secretary@surreybiz.net 01483 772698
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Surrey Business Club is a not-for-profit organisation providing a forum in Surrey for people owning or employed by a small to medium enterprise, helping them to develop professional skills and business opportunities in a supportive social environment.