New Forest Business Show
31 May 2017

Show Guide
10am-4pm

newforestbusinessshow.com
New Forest Business Show
@nforestbizshow

New Forest Business Partnership
Welcome

We hope you will use this day as an opportunity to discover and connect with the diverse range of New Forest businesses that are here today.

In the centre spread of this show guide you’ll find a plan including stand numbers of the B2B Expo which takes place in the Sports Hall and the Marquee. The separate exhibitor list contains stand numbers and the business names.

The bite size briefings and marketing related workshops begin at 10 am in the new Brockenhurst College STEM Centre and the timetable is on page 5: each briefing is presented once in the morning and again in the afternoon. If you haven’t pre-booked you can book on arrival at The Information Stand in the Sports Hall. If you need help or information please ask.

The New Forest Business Show is organised by the new Forest Business Partnership and supported by the New Forest District Council. It is run on a not for profit basis dedicated to the continued growth of business in the New Forest. We are committed to providing a quality event that is exceptional value and a very special marketing opportunity.

We do hope you enjoy your day.

The New Forest Business Show Team

About the New Forest Business Partnership

The New Forest Business Partnership (NFBP) is a partnership between business and the public authorities in the New Forest. It was originally established to improve relations between commercial organisations and local government to promote better business-to- business relationships, build a stronger economy and bring greater prosperity to the local community.

The Partnership acts as a forum for local business people to express their views, share their knowledge and experience, network with potential clients and suppliers, and help make changes that will benefit their business. NFBP arranges a wide ranging programme of events and has a busy, interactive website that provides valuable information and services to members.

Partner businesses Escape Yachting and Bartley Marketing have given their time voluntarily to help organise and promote the Show.
Programme of Events

10.00 – 16.00
B2B Expo in the Sports Hall and Marquee, see centre spread for plan with stand numbers. The separately printed exhibitor list including stand numbers should be enclosed within this show guide – please ask at Information if you do not have one.

10.00 – 16.00
Bite size briefings in Room T16 in the STEM Centre – please ask for directions at Information if needed.

<table>
<thead>
<tr>
<th>Morning</th>
<th>Afternoon</th>
<th>Presenter</th>
<th>Subject</th>
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<tbody>
<tr>
<td>10.00</td>
<td>13.00</td>
<td>Tom Doherty</td>
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<td>Bob Rose</td>
<td>The New Apprenticeship Levy and How It Affects</td>
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<td>James Mann</td>
<td>Protecting Your Cashflow</td>
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11.00 – 15.00
Marketing and presentation workshops in Room T17 in the STEM Centre

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Bite Size Briefings

10.00 & 13.00
Tom Doherty – HR Dept
"Top 10 HR Tips and Pitfalls To Avoid"
Covering topics such as dealing with sickness absence, motivating and incentivising staff, avoiding employment tribunals, social media problems and getting recruitment right.
www.hrdept.co.uk

10.30 & 13.00
Viv East – Vivid Connections
"Tricks and Traps of Microsoft Office" (Excel, Word and Outlook)
A dozen (or more) tips to help you get the best out of these programs which sometimes can be frustrating but actually ARE designed to help us spend less time on the computer AND make our lives easier!
www.vividconnections.co.uk

11.00 & 14.00
Nicola Happe – Brockenhurst Chiropractic
"Postural Problems and Prevention In The Workplace"
Tips for better posture and preventing back problems, which you can practise at your desk and in the office.
www.brockenhurstchiropractic.co.uk

11.30 & 14.30
Sue Jory – Six Moves Ahead
"Health and Safety In The Workplace"
An opportunity to check that you are meeting your legal requirements and helping to maintain your compliance without wasting time and money - keeping things in perspective whilst ensuring that your efforts are ‘suitable and sufficient’ as the law requires.
Contact Sue: sue.jory@btinternet.com

12.00 & 15.00
Bob Rose – Brockenhurst College
"The New Apprenticeship Levy and How It Affects Your Business"
The lowdown about apprenticeship opportunities from the new apprenticeship levy and also about traineeships which can be exceptionally beneficial to businesses with less than 10 employees, which make up the majority of businesses in the New Forest.
www.brock.ac.uk/apprenticeships/

12.30 & 15.30
James Mann – Argentum Capital
"Protecting Your Cashflow"
How to develop an effective credit policy that will increase your cashflow, reduce the risk of bad debt and give you a healthier balance sheet.
james.mann@argentumcapitalpartners.co.uk

11.00
Jane Porter – Bartley Marketing
"Towards a marketing plan"
How investing a little time and effort in a marketing plan can provide a framework and focus for your marketing effort - and save money in the long run.

12.00
Sally Kavanagh – Bartley Marketing
"Which online marketing is right for you?"
Considering the main online marketing channels and how to make the right choices for your business. Includes tips for using Google Analytics to measure and evaluate.

13.00
Rebecca Wade – Bartley Marketing
"Managing your social media"
Save time and energy, and work more efficiently, by planning and scheduling your social media at key times. Includes tips about how to get the best possible reach and engagement from each social media channel.

14.00
Lucy Phillips – Forest Forge Theatre
"How to make a better business presentation"
A fun practical workshop will give you calming strategies, ways of engaging, and a practice session in a fun and safe environment. Includes workshop notes pack.

Marketing and Sales Workshops

10.30 & 13.00
Escape Yachting with Thatched Cottage Hotel & Gin Bar
Award-winning and top-rated Escape Yachting invite you aboard to relax or get involved with sailing a luxury yacht. A great day out for individuals, couples, groups of friends, family, colleagues and clients! Set sail with a glass of champagne. After a few hours sailing, anchor off the Isle of Wight to enjoy a freshly prepared meal. Quote 'Expo' for 50% discount to only £99 per person! Thatched Cottage Hotel Brockenhurst proposes its comfortable tea room and garden for morning coffee, afternoon tea and the New Forest’s only gin bar - with a wide selection of gins for you to sample and enjoy!

11.00 & 14.00
Bartley Marketing with Lymington.com
Marketing consultancy Bartley Marketing will help your New Forest business grow by helping you to plan, create and drive your marketing activities more effectively. Whether you’re formulating strategic marketing plans, need a new website, launching a new service or product, developing a digital marketing campaign, or simply need an injection of creativity and fresh thinking into your marketing initiatives, talk to us. Our online hub Lymington.com with its weekly newsletter and extensive social media promotes local businesses and reaches an average 10,000 on a weekly basis.

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Our Partners

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Making life less risky and more profitable

- Tax and Accountancy for Businesses and Individuals
- Free Initial Consultation

T: 01590 688838
E: office@newforesttax.co.uk
W: www.newforesttax.co.uk

Coronation House, 2 Queen Street, Lymington SO41 9NH

Looking To Grow Your Business?

Forest Entrepreneurs is a group of businesses, which meets to network over dinner in Lymington on the first and third Mondays of every month

- Our meeting format is businesslike, but our style is informal and relaxed
- The group has been established for over ten years, and today still includes several of the founder members
- Meetings take place in the early evening, so they don’t encroach on the working day
- We are a ‘not for profit’ group, which is run by members
- Forest Entrepreneurs is a ‘one member per business category’ networking group
- High attendance (80%) is expected so everyone can really get to know you and your business and be better able to help you
- There is no joining fee, just a simple monthly subscription which includes the meetings and dinner

Guests are welcome to any of our meetings
visit www.forestentrepreneurs.co.uk or for more information or email us at info@forestentrepreneurs.co.uk
12. Back cover GD Print Advertising