

Enquiries: enquiries@stroudbusinesswomer
Newsletter: news@stroudbusinesswomen.org.uk

July 2017

SBN DIARY DATES

- Our next full **Stroud** networking meeting is on **Thursday July 20**
- **Gloucester:** Our next informal meeting at Portivo Lounge, Gloucester Quays is 9am-11am on **July 13**

Why not organise a **lift share** on our [LinkedIn page!](#)

[Events listings on our website](#)

NEWSLETTER CONTENT

- [Stroud Businesswomen's Network News](#)
- [SBN events](#)
- [Get your business noticed!](#)
- [Business courses, events, support and special offers for SBN members](#)

Please read the [disclaimer](#) at the bottom of the page

Next Newsletter deadline

There will be no August newsletter, but please send info for the September edition to:
news@stroudbusinesswomen.org.uk

Articles submitted for inclusion should be in plain text - preferably in the body of the email or as a Word document attachment (ie not a pdf, jpeg etc) and be **no longer than 200 words please!**

Include your contact details (!) and please check all details carefully!

Our newsletter is produced - free! - by volunteer committee member, Beth Whittaker from www.viva-communications.co.uk, so your assistance in keeping her happy is very welcome!

Disclaimer: Stroud Businesswomen's Network ("SBN") accepts no responsibility or liability with regard to the information provided in this newsletter. The views and opinions expressed in articles are those of the individual contributing members and do not necessarily reflect the opinions of SBN or its committee members. Information is intended to be of a general nature only and is not necessarily comprehensive. Where there are links to external websites, SBN assumes no responsibility for the information contained in those entries or on those websites.

Stroud Businesswomen's Network NEWS!

Thoughts from ... SBN committee member Beth Whittaker

Our June meeting was another in our series where we find out more about our local community - and this time we learned all about Stroud's role in helping search for a cure for meningitis.

One of our new committee members Debbie Bird joined Debbie Manning, a volunteer from the locally-based national charity Meningitis Now, to talk about this remarkable organisation which has had such an impact.

Debbie Manning shared her very moving story of how her son contracted the disease in his 20s and still lives with the medical issues arising from it. The charity (which used to be the Meningitis Trust) was formed by Steve Dayman when his young son died in 1982. He was awarded the MBE for his commitment to the cause, and is still very active now, visiting families affected by meningitis across the UK.

Meningitis Now needs considerable funds each year to continue supporting research to find a cure - and the charity has played a significant role across the world in raising awareness of symptoms. For more information, see their website <https://www.meningitisnow.org/> or sign up for their annual **Five Valleys Walk** in September <https://www.meningitisnow.org/support-us/featured-events/five-valleys-walk-2017/>

- **Welcome!** The SBN committee has welcomed two new members, **Debbie Bird** - who will take on the responsibility of developing a series of useful training workshops to support our members to help them grow their businesses, and **Lynda McGill** - who was the driving force behind SBN for many years, and has now come back as our 'networking queen', helping members meet other members to do business.

Debbie, of Able Growth, a well-known local business coach, is kicking off the training at our July meeting with a FREE workshop covering the pesky issue of **pricing your goods and services**. **Debbie's top tips will show how to make sure your price is fair to you - and your customers. The result? Your customers ... happy to pay and your business ... thriving! So you can say 'The price IS right!' More details here:** <http://www.stroudbusinesswomen.org.uk/event-2401339>

- **Our table** at the annual Stroud Life Business Awards was in prime position (by the bar!) to enjoy this great networking and celebration event. Good fun was had by all, and members appreciated the greatly-subsidised tickets.
- **Salsa success!** Congrats to all the lovely SBN members and friends who stepped up to the mark and shimmied with the best at our summer salsa party on Monday evening. Big thanks to SBN member Demelza Pallant and partner Eddie Hunt who showed us the way, followed by a lovely supper, at The Malthouse Bar and Kitchen. We've had some excellent feedback. More evening fun events will be organised in future.

Beth Whittaker

Join in the SBN chat - and organise lift shares - on our [LinkedIn page](#)
www.linkedin.com/groups/Stroud-Businesswomens-Network-3004343
SBN's LinkedIn account is run by committee member Beth Whittaker
www.linkedin.com/in/bethwhittaker1

Follow us on [Twitter @stroudbn](#) www.twitter.com/stroudbn
SBN's Twitter account is run by committee member Beth Whittaker
www.twitter.com/bw58

Our Meeting Schedule and How to Join!

See the website for the latest information www.stroudbusinesswomen.org.uk

If you haven't already joined, you can join online using Paypal. **First meeting free, then just £50 for the year!**

Your NEW committee of volunteers



Photo by Tammy Lynn Photography

The SBN committee of volunteers is:

Back row, left to right:

- > Debbie Bird (training) debbie@ablegrowth.co.uk
- > Beth Whittaker (newsletter, Twitter and LinkedIn) beth@viva-communications.co.uk
- > Tammy Kwan (event organiser) tammy@tammylynn.co.uk

Front row, left to right:

- > Stella Jensen (finance) stella@jensenaccountancy.co.uk
- > Catherine Green (chair) CatherineGreen@wspolicitors.com
- > Karen Blaylock (website) karen@spearsouthwest.co.uk
- > Lynda McGill (ambassador) Lynda@crystal-clear-communication.co.uk

[←Back to contents](#)

Stroud Businesswomen's Network Events

MEETINGS & EVENTS

[Events page on our website](#)

- **NEXT FULL SBN MEETING: July 20** at 9am for 9.30 start at The Old Lodge, Minchinhampton
- **Gloucester meeting: Portivo Lounge, Gloucester Quays 9-11am** The SBN informal networking in Gloucester is held on the **second Thursday** of each month at the- SBN members and guests are welcome to pop in. All you need to do is buy your drinks!

Stroud Businesswomen's Network
2017

Our main monthly meetings with networking, speakers and member 'shout outs' are at the Old Lodge, Minchinhampton, Stroud GL6 9AQ – Thursdays 9.30am start (doors open 8.45am) - 11.00am

January 26	April 27	July 20	October 19
February 23	May 25	August 31	November 30
March 30	June 29	September 28	December <small>Christmas Party date tbc</small>

We also host informal networking at the Portivo Lounge, Gloucester Quays GL1 5SH – Thursdays 9.00am-11.00am

January 12	April 13	July 13	October 12
February 9	May 11	August 10	November 9
March 9	June 8	September 14	December 14

Check www.stroudbusinesswomen.org.uk for meeting details, and to confirm dates and times

OUR MEETINGS

We have a rolling programme of meetings based on the following three styles, to suit all tastes!

- ✓ **Meeting style 1: Local interest speaker** - for example, recent speakers included David Hagg, Chief Executive of Stroud District Council, Dr Claire Mould from Open House, Nick Weir from StroudCo Food Hub, Ann Taylor from the Museum in the Park and the team from Stroud Fringe - who talk for about 10 minutes. Plus three member 'shout outs' when members get the chance to tell everyone about their business and, hopefully, share some tips and useful information
- ✓ **Meeting style 2: Dedicated to networking:** helping members meet each other using structured and informal networking techniques, so people get to know each other better, and gain more confidence in networking generally
- ✓ **Meeting style 3: Inspirational businesswomen:** one keynote business speaker, usually a successful and inspirational businesswoman from in and around the Stroud district, sharing ideas and aspirations - and one member 'shout out'

Don't forget, you can organise lift shares to our meetings via our [LinkedIn Page](#)
www.linkedin.com/groups/Stroud-Businesswomens-Network-3004343

[←Back to contents](#)

Get your business noticed!

Members' banners display

Members who may not have any items they can place on our display table, may instead have **banners promoting the services they provide**. Four members per meeting can place their banners in the entrance to the meeting room - please sign the rota at the preceding meeting if you would like to put up a banner at the next SBN gathering, or contact CatherineGreen@wspolicitors.com.

Shout about your business!

The Network's 'Shout About Your Business' slot where members have five minutes to tell the **whole group about their business**, is very successful. Members are on a list, and when they reach the top of that list, they are invited to 'shout about' their business at the next meeting. They will be notified in good time, giving them plenty of time to plan their presentation!

And don't forget the SBN Showcase



*Photo courtesy of
Ruth Davey
<http://look-again.org/>*

In addition to the 'Shout about your business' option, we also offer SBN members the chance to **display your products or services** at our SBN meetings.

This will now be offered on a First Come - First Served basis for SBN members.

Whoever turns up first (from 8:30am) ready to prepare their display, gets one of the spaces available.

- Contact Berith ('B') 01453 753546
berith@limelightimageconsultancy.co.uk

[←Back to contents](#)

Business news, courses, events, support and special offers for SBN members

The price is right! Or is it? FREE SBN 'build your business' session July 20

Debbie Bird has had over 30 years' experience selling and training in small and large organisations including John Lewis, her own shops, and as National Sales Manager on pharmaceutical sales projects with Tesco's and Co-op pharmacies to name a few. Most recently she has worked with local businesses looking to improve all aspects of business operation and sales - including pricing.

Debbie is passionate about helping small and micro businesses thrive. In her talk she will explore many of the common pitfalls that she has seen businesses fall into when pricing goods and services.

Debbie asks: "Do you have people telling you that your product is too cheap or... too expensive? Do you struggle to know what you should be charging? Do you discount all the time? Do you feel embarrassed talking money? Are you sure you are making a profit?"

Her top tips will show you how to make sure your price is fair to you and your customers. "The result? Your customers ... happy to pay and your business ... thriving! So you can say: **The price IS right!**"

- **Come along to our next full SBN meeting, July 20, 9:30am prompt start, The Old Lodge, Minchinhampton, for this FREE event**

GFirst LEP is growing The Growth Hub - become part of the next phase

Gloucestershire organisations are being invited to once again submit their interest as the Growth Hub expansion enters its next phase across Cheltenham, Stroud and the Forest of Dean.

Using funding from the £106.6 million allocated from Government in the Gloucestershire Growth Deal, GFirst LEP are creating a network of Growth Hubs across the county, enabling businesses to access enhanced services from a range of locations.

The Growth Hub helps businesses scale up, boost performance and find new ways of working, so the LEP is looking for innovative partners to help facilitate the network expansion of Hubs across the county.

Partners could include educational institutions, local authorities, business representatives and support organisations, sector bodies, individual or groups of businesses, or others. Having announced partnerships with Gloucestershire County Libraries, Tewkesbury Borough Council and the Royal Agricultural University, the LEP are now looking for locations within Cheltenham, **Stroud** and the Forest of Dean.

- <http://gfirstlep.com/News/GFirst-LEP-is-growing-The-Growth-Hub>

Help keep talent in the county

The EDGE Project (Education Developing Gloucestershire's Employability) wants to identify skills gaps and support the development of a new curriculum and careers advice profile.

EDGE aims to improve the employability skills of young people by working with learners, employers and education providers, while focusing on the long-term business and economic needs of Gloucestershire.

Supporting even further by offering Work Experience Placements for participants age 16+ will benefit SMEs and the young students of Gloucestershire.

- **If you believe strongly in the development of our future local workforce and can spare the time to complete a questionnaire, then please contact Jodie.hawkins@sgscol.ac.uk or call 0117 9092377**

[←Back to contents](#)