

AQ NETWORKING for business

NEWSLETTER

MARCH 2009

Our Events in the coming month will be held at:

Southampton - 4 March 2009
2:15 - 3:15 p.m.
V.I.P. Reception
Business South Exhibition

Reading - 6 March 2009
2:00 - 4:00 p.m.
The Southcote Beefeater

Basingstoke - 11 March 2009
2:00 - 4:00 p.m.
Basepoint Business Centre

Gosport - 11 March 2009
9:30 - 11:30 a.m.
Gosport Business Centre

Havant - 12 March 2009
2:00 - 4:00 p.m.
Basepoint Business Centre

Portsmouth - 17 March 2009
1:00 - 3:00 p.m..
The Premier Inn

Bournemouth - 19 March
2009
9:30 - 11:30 a.m.
Clarendon Enterprise Centre

Romsey - 23 March 2009
1:00 - 3:00 p.m.
Basepoint Business Centre

Southampton - 1 April 2009
9:30 - 11:30 a.m.
Solent Business Centre

All you need to do to book your place is visit Our Events page on the website.

www.aqnetworkingforbusiness.co.uk

Welcome to our March Newsletter. We hope you find the content both helpful and informative. Do you have a success story to tell? If you have a contribution to make please contact us to tell us about your news.

Why not book for our VIP Reception at 2:15 on 4th March at Business South 2009?

It's FREE and a great opportunity to meet and network for business with other businesses in the area.

Business South 2009

St Mary's Stadium, Southampton
Wednesday 4 March 2009 10am - 5pm
Thursday 5 March 2009 10am - 4pm

You can find us on Stand N114 in the Terry Paine Suite at the Business South Exhibition - please do come and visit us.

We are exhibiting at this year's Business South exhibition at St Mary's Stadium. The event will be one of the biggest networking for business opportunities in the region and, as such, is an event not to be missed.

We will be on Stand N114 in the Terry Paine Suite and our team will be on hand to talk about the benefits of networking for business and what our organisation has to offer to support you in increasing the number of contacts for business that you have, how we connect you with other businesses and a whole host of other business networking related topics.

In this month's edition:

- AQ Networking - continued growth
- Invitation to our VIP networking event at Business South
- Assess your eligibility for government guaranteed lending schemes.
- Business Loans via Bolton Business Ventures
- Funding for management development training.
- Cranfield's 6 Secrets to Business Success
- We meet Charlie Crocker at BBC Radio Solent

Laura meets Charlie Crocker



Laura had a wonderful afternoon on the 6th February when she met the delightful Charlie Crocker at BBC Radio Solent and Charlie was kind enough to take time out for a photograph as well. Laura was a guest on the Charlie Crocker Show to talk about networking for business. We had a great conversation about business networking at both ALIQUANTUM and AQ Networking for business.

Laura also mentioned the VIP Reception that we are hosting - which is FREE to attend - at the Business South 2009 business to business exhibition on the 4th and 5th March at St Mary's Stadium in Southampton where AQ Networking will be exhibiting on Stand N114 in the Terry Paine Suite. Attendance at Business South 2009 is FREE so do register to attend to save time when you arrive. Details are on our Events page.

www.aqnetworkingforbusiness.co.uk

AQ Networking continues to grow

2009 is going to be a very exciting year for AQ Networking with the introduction of new groups in the south of England. During the course of February we offered networking for business events in Basingstoke, Bournemouth, Bristol, Exeter, Gosport, Portsmouth, Reading and Romsey. We've met some wonderful people along the way and look forward to meeting many more people as the year progresses. We expand into Southampton with our first event there in April so watch this space to see our growth.

Assess your eligibility for Government guaranteed lending schemes

You can go to the Business Link website and assess if you could be eligible for government guaranteed lending to support your business. Go to www.businesslink.gov.uk and select Finance and Grants to find out more.

Enterprise Finance Guarantee

You may be eligible for lending under the Enterprise Finance Guarantee (EFG) scheme. This scheme provides funding to viable business for working capital and for business development and growth. It provides a government guarantee for up to 75 per cent of the bank's lending in return for a small premium. The minimum loan amount is £1000 and the maximum is £1 million. Currently, the following main banks are lending to eligible businesses under the EFG:

- **Barclays**
- **Clydesdale/Yorkshire Bank**
- **HBOS**
- **Hsbc**
- **Lloyds TSB**
- **RBS/NatWest**

The advice from Business Link is to contact any of these participating lenders directly to discuss an application for a business loan under the EFG. Your current lender should be your initial point of contact but it also makes sense to compare loans from more than one provider.

Funding for Management Training

The Essence of Management Programme has gained Government funding of £1000 per Manager/Director (maximum 7 people) for companies up to 250 people, and £1000 with a maximum of 6 people for companies 251-999.

This is a rare opportunity for many sole traders to qualify for funding as managers of their own business.

For further information please contact Sue Tonks
on 01204 409395

Or email sue@suetonks.co.uk

Or look for details on www.suetonks.co.uk

Cost Effective Advertising!

If you would like to see your business advertised here for as little as £50 per month please contact Laura Swetman for further information.

For £100 per month we can include your business on our emails as well, to our combined 22k+ database.



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Forming Strategic Alliances

We always encourage the people who attend AQ Networking to form strategic alliances wherever they can. We are pleased to advise that we do follow our own advice! We are delighted to report that we have made a strategic alliance with Basepoint Business Centres who will be hosting a number of our events. This gives the people who attend the opportunity to meet and network for business with business men and women from the businesses based at the Business Centre as well as business people within the local area. We look forward to seeing you at one of our events near you.



6 Secrets to Business Success

Gerrard Burke of the Cranfield School of Management says that businesses that will survive the now formally declared recession are the ones that know the 6 secrets to business success. He says that those 6 secrets are:

- Be in Control
- Be Confident
- Be Distinctive
- Be Strong
- Be Wise
- Be Ready

You can download the video at www.som.cranfield.ac.uk/som or go onto the AQ Networking website March Newsletter for the active link.

Business Loans via Bolton Business Ventures

Business Link advise that in the North West it is worth contacting Bolton Business Ventures. They do not appear to be able to provide funding but do have access to loans up to a maximum of £30,000 for new business start-ups or existing businesses.

IS YOUR BANK HELPING YOU?

We are trying to get an accurate picture about whether or not banks are really helping small businesses in line with the stated Government Help for Small Businesses package.

Please visit the website and add your vote so that we can get a clear picture of what is happening.

You may also wish to write to your MP if you feel that your bank is either failing to support your business or has actively made life more difficult.

You can find out who your MP is by visiting <http://findyourmp.parliament.uk/commons/>

AND FINALLY.....

Did you know that, if you want to recover a file from your Recycle Bin all you have to do (as long as you haven't emptied your Recycle Bin) is right click on the file and select Restore. The file will then go back to the folder you deleted it from!