

# ALIQUANTUM

NETWORKING FOR WOMEN IN BUSINESS

## NEWSLETTER

[www.networkingforwomen.co.uk](http://www.networkingforwomen.co.uk)

FEBRUARY 2009

**Manchester** - 24 February  
6:30 - 9:00 p.m.  
Worsley Old Hall, M28 2QT  
Guest Speaker: Norah Lane

**Bournemouth** - 17 March  
9:30 - 11:30 a.m.  
Clarendon Enterprise Centre

**Manchester** - 24 March  
6:30 - 9:00 p.m.  
Worsley Old Hall  
Manchester M28 2QT

**Havant** - 6 March  
6:30 - 9:00 p.m.  
Basepoint Business Centre  
Havant, PO9 1HS

**Basingstoke** - 18 March  
9:30 - 11:30 a.m.  
Basepoint Business Centre  
Basingstoke RG24 8UP

**Bristol** - 26 March  
3:00 - 5:00 p.m.  
Henbury Lodge Hotel  
Bristol BS10 7QQ

**Portsmouth** - 10 March  
6:30 - 9:00 p.m.  
Premier Inn  
Portsmouth PO6 4FB

**Gosport** - 18 March  
1:00 - 3:00 p.m.  
Gosport Business Centre  
Gosport PO13 0FQ

**Reading** - 12 March  
6:30 - 9:00 p.m.  
The Southcote, Reading  
RG30 3AB

**Romsey** - 23 March  
9:30 - 11:30 a.m.  
Basepoint Business Centre  
Romsey SO51 9AQ

**ALL YOU NEED TO DO TO BOOK YOUR PLACE IS  
VISIT OUR EVENTS PAGE AT  
[www.networkingforwomen.co.uk](http://www.networkingforwomen.co.uk)**

**Welcome to our February 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.**

## ALIQUANTUM's continued growth

2009 is going to be a very exciting year for ALIQUANTUM with the introduction of new groups in the south of England. During the course of February ladies in Basingstoke, Bournemouth, Bristol, Exeter, Gosport, Portsmouth, Reading and Romsey will join our Manchester ladies in having the ALIQUANTUM Purple Hat experience!

March will see the introduction of groups in other areas as well - so watch this space.

If you haven't been to ALIQUANTUM before, or it's a while since you've been why not take advantage of our **special price for non-member attendance of just £10** and come along and meet the other ladies who want to have a quality business networking experience in a friendly, relaxed and pressure free environment.

Remember our motto - networking events are like Oysters, you never know which one contains the Pearl!

## 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.



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:

- ALIQUANTUM's continued growth
- Exhibiting at Business South 2009
- Assess your eligibility for government guaranteed lending schemes.
- Could £5,000 help your business?
- Business Loans via Bolton Business Ventures
- Funding for management development training.
- Cranfield's 6 Secrets to Business Success
- Laura meets Charlie Crocker at BBC Radio Solent
- We've found a way to save you the cost of a stamp!

## 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.

Laura often listens to the Charlie Crocker show as she drives around the south of England, not only for the great music on the show but also because Charlie Crocker covers such varied and interesting topics with her guests.

## Manchester in January

Our Manchester ladies had a great meeting in January with the inimitable Sue Tonks as our guest speaker. Sue delivered a talk on that vital element of successful networking for business, Following Up.

Despite having been out of hospital for only a week following emergency surgery on her knee Sue was, as ever, on top form. The unanimous opinion was that her talk was both illuminating and delivered with her usual mix of practical advice and a sense of humour.

We also loved the outfit Sue wore - complete with colour co-ordinated walking stick!



## 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](http://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

### Could £5,000 help your business?

Entrepreneurs Ladder have spotted a golden but short window of opportunity through Business Link in Yorkshire. If your business is between just 1 - 3 years old and you are based in a Yorkshire postcode area then you are entitled to business development vouchers of up to £5000.

They would like to work with you on:

- Marketing
- PR
- Visioning & Mentoring

You have just but a week to get your forms into business link - she who dares wins! Closing date is 28 February - make this a priority!

The package Entrepreneurs Ladder have put together is with Valerie Dwyer, Faye Smith and Chirstina Lima Trindade for expert business support.

If you would like help to take advantage of this great offer from Business Link call them on 07905 671 890 or you can email to [info@workingwoman.org.uk](mailto:info@workingwoman.org.uk)

If you don't qualify for this particular funding, why not contact your local Business Link and ask them what funding is available to support you in developing your business. The government has publicly stated that it is taking steps to support small businesses - perhaps they need us to tell them what support we need.

### Forming Strategic Alliances

We always encourage the ladies who attend ALIQUANTUM 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 ladies who attend the opportunity to meet and network for business with ladies from the businesses based at the Business Centre as well as women in business 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](http://www.som.cranfield.ac.uk/som) or go onto the ALIQUANTUM website February Newsletter for the active link.

### 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 and the emphasis is on supporting women in gaining this funding.**

For further information please contact Sue Tonks on 01204 409395

Or email [sue@suetonks.co.uk](mailto:sue@suetonks.co.uk)

Or look for details on [www.suetonks.co.uk](http://www.suetonks.co.uk)

### AND FINALLY.....

Did you know that your fuel gauge tells you which side of the car your filler cap is on? Have a look next time you are in the car!



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