



Issue 9 JUNE 2005

## GATEWAY EVENTS

### FREE Adur Gateway Networking Event

Wed 22<sup>nd</sup> June 2005, 19:30 Start, Amsterdam Pub, Shoreham-by-Sea

#### MAKING THE SALE

A short talk by speaker Phil Thompson who has over 20 years of sales experience, tips on how to get that all important first meeting and some basic sales principals for making that sale! The evening will be accompanied by wine and finger buffet and you will also have a chance to network with other members of the Gateway and speak to Phil.

To book a place email [Jaymini.Rathod@sussexenterprise.co.uk](mailto:Jaymini.Rathod@sussexenterprise.co.uk) and feel free to bring along business cards and any promotional material.

Next Adur Gateway Networking Evening will be held on Wednesday 27<sup>th</sup> July 2005, topic: Telephone Sales Techniques

### FREE ADUR "LADIES THAT LUNCH"

Tues 7<sup>th</sup> June 2005, La Galleria  
Restaurant, Shoreham-by-Sea

The launch of the Adur Gateway Women's Network is to take place on Tuesday 7<sup>th</sup> June 2005.

Lunch will be held at the magnificent Italian La Galleria restaurant, Shoreham at 12:30. Greeted with a glass of wine (or soft drink) on arrival, followed by a three-course meal and an opportunity to network throughout.

The cost of lunch will be £10 including a complementary drink. Please confirm attendance via email [Jaymini.Rathod@sussexenterprise.co.uk](mailto:Jaymini.Rathod@sussexenterprise.co.uk)

### SHOREHAM FINE FOOD, DRINK & CRAFTS

#### FAIR

11<sup>th</sup> & 12<sup>th</sup> JUNE 2005, Shoreham-by-Sea

[FREE stand for Gateway clients at the Shoreham Fine Food & Crafts Fair!](#)

An opportunity to sell your products during the busy and popular Adur Festival. As part of the Gateway community you can showcase your material, samples etc **FREE** at the fair. Pitches will be sited in a Marquee at Coronation Green High Street, Shoreham by Sea.

[Click Here](#) for more information, to book a place please email [Jaymini.Rathod@sussexenterprise.co.uk](mailto:Jaymini.Rathod@sussexenterprise.co.uk)

## EXTERNAL EVENTS

### TRAINING FOR PROFIT

**THE ENTERPRISE AGENCY - BRIGHTON, HOVE & LEWES**  
[METRO Comprehensive Business Start-up Training Course – NVQ Level 3](#)  
**Starts Tues 28<sup>th</sup> June 2005, Brighton, £120**

METRO is involves over 35 hours of training and planning advice completed over 13 weeks. The course is designed to help you organise and write your business plan. Aim to ensure that you are provided with the knowledge and techniques needed to create a successful business plan. ½ day workshops are spaced throughout the programme giving you an opportunity for questions and answers. These will help you complete your business plan and the NVQ. You are also entitled to distance learning support, either by email or telephone.

Early booking is recommended, to book a place please call The Enterprise Agency on **01273 666800**

---

### **BRIGHTON ALTERNATIVES COMMUNITY**

#### **SEXUALITY & CREATIVITY**

**Sat 4<sup>th</sup> June 2005, 10:30 – 16:30, Hove, £40**

One-day success seminar. Sexual Energy is Success Energy. Discover how to direct your desire to create your Divine Success.

Investment £40 payable in advance, to be held at Langfords Hotel, Hove. To book a place please call **01273 207027** or email [Geraldine Bright](mailto:Geraldine.Bright@brightonalternatives.com)

### **THE ENTERPRISE AGENCY - BRIGHTON, HOVE & LEWES**

#### **Introduction to Starting a Business**

**Tues 7<sup>th</sup> June 05 at 13:00 – 14:30 & Wed 22<sup>nd</sup> 05 at 15:00 – 16:30, Brighton, FREE**

A 1 and ½ hour training workshop covering the points you need to start thinking about, when starting a business, followed by a question and answer session. The workshop is designed for people with little or no knowledge of the subject.

To book a place please call The Enterprise Agency on **01273 666800**

---

### **WIRED SUSSEX**

#### **Women In Media Training Courses – Take Yourself to Market**

**Thurs 30<sup>th</sup> June 05, 14:00 – 18:00, Brighton, £25**

In a fluid economy and highly competitive market, it is increasingly important to find, win and keep business. This intense training course, which will be delivered by Hilary Kelsh, covers these three core areas and aims to help you be objective about assessing your business proposition, defining your best practice pitch procedure and developing your long-term relationship management methodology.

[Click Here](#) to book a place.

---

### **MEETING NEW CUSTOMERS**

#### **WORTHING CHAMBER OF COMMERCE & INDUSTRY**

**Mon 13<sup>th</sup> July 2005, 07:50 Start, Ardington Hotel, £12**

#### [Networking Breakfast](#)

Early morning networking breakfast. Speaker, Steve Spinner talking about how to tender for contracts worth millions that are awarded every year to local businesses by Worthing Borough Council.

[Click Here](#) for details on how to book.

#### **SUSSEX ENTERPRISE – The Networks Garden Party**

**Thurs 14<sup>th</sup> July 2005, 19:00 – 22:00, Lower Beeding, £50**

The Sussex Enterprise Sector Networks Team would like to invite you to join members of the Sussex business community for a relaxing evening of networking and fine dining. An unmissable evening!

[Click Here](#) for details on how to book.

---

### **REDUCING COSTS FOR YOUR BUSINESS**

#### **THE ENTERPRISE SHOW**

**Sat 2<sup>nd</sup> July 2005, 10:00 – 17:00, Harlequin Theatre, Redhill, Surrey**

Everything you need to know about starting or growing your business – in one day, under one roof and **FREE** of charge! The enterprise show is designed as a 'one stop shop' for anybody either looking to start or grow a business. They have arranged a team of over 35 organisations to provide you with practical, impartial advice, completely **FREE** of charge!

[Click Here](#) for more information and details of how to receive your **FREE** ticket.

---

### **THE ENTERPRISE AGENCY - BRIGHTON, HOVE & LEWES**

#### [Starting & Developing a Business](#)

**Tues 21<sup>st</sup> June 2005, 09:30 – 16:30, Brighton, £30**

This interactive 1 day training workshop will ensure that you lay down strong foundations to establish, develop and grow your own business. Bunty Dann, a Marketing Specialist and Business Start-up Advisor, will ensure that you are armed with comprehensive knowledge and understanding of what this entails and what your next steps need to be. Subjects to be covered include: Market Research, Managing your Money, Intro to Tax/NI/VAT, Business Planning, SWOT Analysis and much more.

The price includes:

- FREE No-Nonsense Guide to Government Rules & Regulations for setting up your Business and
- FREE workbook with interactive exercises.

To book a place please call The Enterprise Agency on **01273 666800**

### **NORTHBROOK COLLEGE**

Northbrook College run a virtual entrepreneurship course, 60 hours with online support, **FREE** and it is equivalent of an NVQ Level 3.

For more information contact Julie Hunt on **FREEPHONE 01903 606460** or email [j.hunt@nbcol.ac.uk](mailto:j.hunt@nbcol.ac.uk) or you can **Register Online**

To find out about 1-day workshops and other online courses visit the **Northbrook College Website**

### **MINDSHOP Business Improvement Club for 2005**

**Wed 15<sup>th</sup> June 2005, 17:00, Hove, £30 + VAT**

**Clarify Your Business Vision**

To book or for information please email Paul Hopwood at [paul@mindshop.co.uk](mailto:paul@mindshop.co.uk)

Visit the **Adur Gateway Website** events page for more information.

## **INFORMATION OF INTEREST**

### **SUMMER HOLIDAYS – SKIDOO KIDS CLUB**

Skidoo Kids Club is a friendly club for 5-11 year olds where children can have fun. It provides a safe environment for parents to leave their children in the holidays and is run by experienced and caring staff. Skidoo Kids Club based in Portslade is running a scheme for the summer holidays. For more information please call Claire on 01273 415015. Visit the **Skidoo Kids Club Website** for more information.

### **ADUR COMMUNITY ARTS FACILITY AT ROPETACKLE**

**Mon 20<sup>th</sup> June 2005, 19:00 Start,  
Shoreham Centre, Shoreham**

An open meeting presenting the plans for the Adur Community Arts Facility at Ropetackle. This is your chance to find out more about the plans, how this will affect you or your business and also a perfect opportunity to ask questions! If you would like to find out more please call the Adur District Council on **01273 263000** and speak to Jackie Bladen, alternatively just turn up on the night. No need to book!

**Adur District Council**

### **SHOREHAM RENAISSANCE BUSINESS CONSULTATION**

**Mon 20<sup>th</sup> June 2005, 12:30 – 14:00,  
Sussex Yacht Club, Shoreham**

**Do you live or have a business in Shoreham?  
Do you want to have a say in the future development  
of Shoreham?**

Then come along to the Sussex Yacht Club for an open Forum and a complimentary buffet lunch and do something useful in your lunch break!

To book a place please email **Lynda Spain**

**Adur District Council**

Please visit the **Adur Gateway Website** for more information on these events and many more. If you would like to talk to someone about your business please contact Christine Eccleston, Gateway Director on 01273 464867 or [Christine.Eccleston@sussexenterprise.co.uk](mailto:Christine.Eccleston@sussexenterprise.co.uk)

*"Here to help you turn your idea into a business!"*

