

Working in Partnership

Welcome!
I hope you will enjoy reading this, our third newsletter. The common theme to this edition is partnership.

At the time of writing Rosanna is busy organising Park Royal Partnership's fourth annual Action Day. She also has a contract with the Heathrow City Partnership to produce a staff training and development plan.

There are a number of similarities between these two organisations.

Both work in the area of regeneration and offer a

variety of enterprise and business support programmes. Both work in partnership with local businesses and other support organisations to provide a service to businesses and individuals in West and North West London. Rosanna will be using her skills, experience and contacts to further the work of both partnerships.

Rosanna is delighted with the amount of repeat business she has had in the last few months with a number of previous clients returning to her for more advice. She has also been invited back to facilitate another away day for the Sick Children's Trust and will be delivering a Presentation Skills training session for BrAVA in November.

Presentation skills are essential in many aspects of life and Rosanna offers both workshops and one to one sessions on the subject for those who would like to enhance their performance. Call her on 07961 134033 if you would like to know more.

Conker Consulting has been out on the road at a number of events including Win It In A Minute, African Pulse, and the West London Network Conference. We're keen to participate in more of these or to speak at your events so please contact Rosanna if you organise an event which we could attend.

Enjoy the rest of this newsletter. There's more about our partnerships on page two.



You present us with your prickly problem. It might be a personnel issue, staff development or a lack of resources.



We'll work with you to carefully peel away the thorny layers to pinpoint the real problem...



...before presenting you with shiny solution that is cost effective and practical.

Competition

Win a bottle of champagne in our easy-to-enter competition.



Just email your answer to the following questions to Rosanna@conkerconsulting.co.uk by December 14th and the first correct answer drawn at random will win a bottle of champagne in time for Christmas.

Question 1

In which topic does Rosanna offer workshops and one to one sessions?

Question 2

When is Rosanna launching her monthly 'Hints and Tips' service?

Question 3

What time does the BNI meeting start?

Question 3

Rosanna is celebrating her inclusion on a preferred suppliers list, whose list is it?

Question 4

For whom is Rosanna designing a staff training plan?

Please include your name, address and telephone number so we can deliver the prize to the winner. **Good Luck!**

DID YOU KNOW?

Placing conkers in the corners of a room has been claimed to keep spiders at bay!



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Networking Pays

Rosanna has certainly found that it's not just what you know, but also who you know, that counts in business. Her membership of BNI (Business Network International) has given her work and lots of useful contacts.

BNI's philosophy of 'givers gain' is one that Rosanna really relates to. Rosanna has been able to pass on graphic design work, computer training, travel bookings and lots of other referrals to her fellow members. She has also benefited from her fair share of referrals and has helped members and their associates set up personnel systems, policies and procedures for their expanding businesses. As a result of her intervention John Kelly of John Kelly Autos says "We now have a more vibrant workplace." Chris Peak of Feeling Peaky Ltd. says "I found Rosanna added value to the process by helping us to question and consider many areas of personnel that we had previously been unaware of."

BNI Rosanna would like to invite you to attend a BNI breakfast meeting with her. Just give her a call on 07961 134033 if you can be free at 7.00a.m. on a Wednesday morning and she will tell you all you need to know. It might be an early start but the reward is an excellent cooked breakfast and some potential business contacts.

Celebrations

Rosanna is celebrating her successful inclusion on Park Royal Partnership's preferred specialist supplier's list. Rosanna has been awarded this accolade as a Human Resources specialist and for her work facilitating employee volunteering. If you maintain a list of approved suppliers Rosanna would welcome the

opportunity to apply for inclusion. Please email the details to rosanna@conkerconsulting.co.uk Rosanna is also celebrating the most important partnership of all, 25 years of marriage to Alan. Congratulations to them both.



and finally...

Conker Consulting will be launching a new, free, email 'Hints and Tips' service in January 2008. These will be short and snappy emails designed to keep you up to date without blinding you with science. Topics are likely to include ideas for developing your team, updates on legislation and tips for making the most of your resources. If you would like to join this mailing list or have ideas for topics you would like us to include please send an email to Rosanna@conkerconsulting.co.uk. We promise not to disclose your details to anyone else and you'll be able to opt out at any time if you don't find the emails helpful.

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