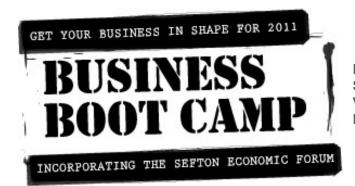
businessplussefton



Date: 18 November 2010 Start Time: 10 a.m. Venue: Formby Hall Golf Resort

Seminars

- · Communicate effectively in business
- Legal essentials for deal making & deal breaking
- · Successful tendering
- Develop your business to trade overseas

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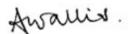
Presentation & Discussions

- "What Local Enterprise Partnerships will mean to your business" presented by Rod Holmes, Chair of The Mersey Partnership and the man credited with making Liverpool One a reality
- An interactive discussion about Sefton Council's Transport Plan and consultation on preferred strategy
- Q&A session with an expert panel
- Sefton Networker of the Year Awards 2010

The day will also offer plenty of opportunity for you to speak with a range of experienced advisers and professionals, and to network with fellow business owners and managers.

Spaces for this unique event are filling up fast so register now at **www.businessplussefton.com**.

For more information about the day call Kate Arnold on 0151 293 0505.



Andy Wallis
Planning and Economic Development Director
Sefton Metropolitan Borough Council





















businessplussefton

Business Boot Camp (Incorporating The Sefton Economic Forum) Formby Hall Golf Resort, Ambassador Suite 18th November 2010

Event Programme

Time	Topic	Presenters
10.00am	Registration	
10.30am	'Communicating to create leads & sales' Seminar	
10.30am (Alt' room)	International Trade Session – 'Export Trade – The Next Phase of Your Development' Sponsored by Inciner8	Led by David Finn, an international strategist and tax specialist.
11.30am	Registration for Sefton Economic Forum	
12.00pm	Sefton Economic Forum Welcome and Introduction of panel & format	Steve Dickson, Chief Executive, Sefton Chamber of Commerce and Industry
	Local Enterprise Partnerships	Rod Holmes, Liverpool City Region Economy Board & Chairman, The Mersey Partnership
	Merseyside Local Transport Plan - Consultation on Preferred Strategy	Stephen Birch, Team Leader, Strategic Transportation Planning Unit, Sefton MBC
	Open questions session Networker of the year awards 2010	Andy Wallis, Planning & Economic Regeneration Director, Sefton MBC
1.30pm	Buffet lunch/networking opportunities	
2.15pm	Making a Deal and Breaking a Deal – T & C's/Cost of credit/Closing and Negotiation Sponsored by Barnetts Solicitors	EC Credit Control/Sefton Chamber of Commerce
2.15pm (Alt' room)	International Trade Session – 'Export Trade – The Next Phase of Your Development'	2 nd opportunity to hear the morning session with David Finn
2.45	Sponsored by Inciner8	
3.15pm	'Selling through the tendering process' Seminar Sponsored by Earle Consulting	Julie Swarbrick, Step up to Supply Programme Manager, Sefton MBC & Kevin Earle, Managing Director Earle Consulting
4.25pm	Driving range and networking opportunity in 19 th Hole bar	



















