



# The Women's Connection - How to get the most from your accountant

Monday 16th April 2007 from 12.00 – 2.00 pm, lunch starts at 12.00

Venue: Playgolf – Northwick Park, Watford Rd, Harrow, Middlesex. HA1 3TZ

[www.northwickpark.com](http://www.northwickpark.com)

Introducing Graham Vickers, Business Advisory Partner, Newman and Partners. Graham enjoys "Helping people to make their business work" He describes himself as a catalyst who encourages clients to think about what they want for themselves. "I get them to work ON their business, rather than in it. A keen golfer Graham and his team Gill, Christina, Priti and Roger will feel at home at our venue!

**Pre-booking /payment required through Rhona Denness, HiB**

**T: 020 8427 6188 [Rhona.Denness@hib.org.uk](mailto:Rhona.Denness@hib.org.uk) or online at [www.eggmeg.co.uk](http://www.eggmeg.co.uk)**

## New Courses for Female Entrepreneurs

**The infamous Idea to Implementation programme returns again on Thursday 26th April 2007 from 9.30 – 2.30 over 8 weeks, at HiB - Enterprise House.**

**Also Harrow in Business, in partnership with The Women's Connection start a new series of half- day morning workshops on our Women's Connection networking days, which gives you the choice of a full or half day experience at the same venue on the same day!**

**April 16th from 9.30 – 11.45 "The Art of Negotiation"**

***Working on your own live case studies to explore new options for you and your business, so you can prepare to negotiate on equal terms***

Courses are facilitated by Clare Concannon, Co-Founder of The Women's Connection

All enquiries as above to Rhona Denness HiB.



Clare Concannon

## Flexible office space

From April 2007 a new facility launches in Pinner offering flexible incubation space plus business advice and support. Those businesses taking part will get a professional business address at serviced offices, as well as opportunities for inter-trading with fellow tenants, and access to a daily visit from a business adviser.

The new scheme is run by Progress in Business at the Easyspace business centre at 107 March Road. There are two deals on offer:

- Get a hotdesk – ideal if you need an official 'office' for between 1 and 7 hours a week, even at short notice. Drop in to make calls or work on a PC. Spread your hours over whatever days you like.
- Get an office + business support – for those needing a desk for two or more days a week. You get your own desk, up to 20% off selected training, a discount on networking memberships and access to services like business plan writing. In addition you choose from monthly one-to-one business advice or mentoring.

Allen Pluck, chief executive of local enterprise agency Harrow in Business (HiB), says: 'In business there is strength in numbers. Over 75% of younger businesses in shared office space are still trading after five years, compared to average survival rates of just 33%. So getting premises seems to be a positive thing. However this initiative offers even more by giving either the option of flexible hot-desking or professional business support. That should improve survival rates even more in Harrow.'

## Group mentoring

Research shows that businesses do better if they take regular advice, for example if they get regular mentoring from a business expert. In fact they improve their success rates by 20% and turnover by over 100% compared to those that go it alone.

Therefore a new group mentoring scheme is also launching in Harrow in April to boost local businesses. Led by HiB and supported by Harrow Council, this programme offers businesses a chance to network and get advice in a group situation with opportunities for trading within the group.

The programme includes an initial review and action plan for each business, 12 sessions a year with a lead mentor and a small group of other businesses, plus two days of specialist consultancy to tackle specific things like writing your business or marketing plan.

For more info on these new schemes, contact HiB on **020 8427 6188**, email [info@hib.org.uk](mailto:info@hib.org.uk) or see [www.hib.org.uk](http://www.hib.org.uk)



## Web Watch

New book release The UK Marketing Bible at:

<http://www.ukmarketingbible.com/>

The DTI guide to the amendments to the Companies act at:

<http://www.dti.gov.uk/files/file37956.pdf>

Test the actual speed of your broadband connection at:

<http://www.thinkbroadband.com/speedtest.html>

## High stakes for improper Internet usage

The Internet is now an integral part of day-to-day operations for more businesses today. However, with increasing numbers of employees spending their days in front of 'always-connected' computers, there are risks as well as benefits to consider.

The most familiar threats include viruses and worms, but a recent survey on workplace gambling highlights the fact that more mundane issues of appropriate Internet use can have a significant effect on business performance.

A recent survey claims as many as one in three employees has either placed an online bet while at work or knows someone who has. The estimated overall cost of this in terms of lost productivity across the country comes to some £300 million.

This study highlights the need to put proper guidelines in place when it comes to Internet use. A simple Internet policy, setting out what is permitted and prohibited, is a potent way of encouraging responsible Internet usage. And, of course, there are straightforward ways of blocking websites you think may pose a particular problem.

## Welcome New Members

**Mr Graham Allen** -  
Allied Finance ( Finance)

**Mrs Indira Mandalia** -  
Tax Assist Accountants (Accountant)

**Mrs Bobby Mandel** - Bobby Mandel  
(Independent Weekenders  
Co-ordinator)

**Mrs Elizabeth Thorp** -  
Utility Warehouse  
(Telephone company)