

# What's On



Chamber Networking Events – AUG/SEPT 2018



HAMPSHIRE  
chamber of commerce

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

Please see website for late notice events

## Wednesday 1 August 2018

7.30am – 9.00am

The Village Hotel  
Portsmouth, Lakeshore  
Drive, Portsmouth  
PO6 3FR

Networking & full English breakfast

Member **£22.00** (inc VAT)

Non-Member **£27.00** (inc VAT)

[events.south@hampshirechamber.co.uk](mailto:events.south@hampshirechamber.co.uk)

## Breakfast Briefing

**Find out how content marketing can help drive revenue**

Have you lost all enthusiasm for your content marketing and think of it as a bugbear rather than a useful tool?

Is blogging something you do a necessary evil or is it really helping you to drive your business forward and get you leads?

Nicky Rudd, Managing Director of award-winning agency, Padua Communications, will share her process to make content planning successful, along with offering inspirational real examples and valuable tips on how to make your blog and content marketing get results for you.

This event is suitable for anyone who needs some help getting started or just wants some fresh ideas to rejuvenate their marketing.

Supported by:

VILLAGE  
HOTELS



## Monday 6 August 2018

4.00pm – 6.30pm

Ferneham Hall, Fareham,  
PO16 7DB

Networking & Exhibition

Member /

Non-Member **Free of Charge**

Exhibition stands available **£95.00**

Members only **(Plus VAT)**

[events.south@hampshirechamber.co.uk](mailto:events.south@hampshirechamber.co.uk)

## Meet the Chamber & Business Exhibition

Members and Non-Members will have a great opportunity to meet and network with like-minded business at the premises of Ferneham Hall, Fareham. For a small cost we are able to offer existing members on a first come basis, exhibition space giving them an opportunity to profile their products and services. **It's FREE to attend but please register through Eventbrite at <https://bit.ly/2lhEWUS>**

Book stands through; [events.south@hampshirechamber.co.uk](mailto:events.south@hampshirechamber.co.uk)

Sponsored by: 

In association with: 

## Wednesday 15 August 2018

12.15pm – 2.00pm

Burley Manor Hotel,  
BH24 4BS

Networking & Lunch

Member **£30.00** (inc VAT)

Non-Member **£40.00** (inc VAT)

[events.south@hampshirechamber.co.uk](mailto:events.south@hampshirechamber.co.uk)

## Networking and Lunch with our Dorset Neighbours

**Expand your business contacts across the neighbouring county of Dorset.**

For many years now we have been working in association with the Dorset Chamber of Commerce offering a joint event for both Chambers' members, these lunches have proved very successful. We would like to invite you to join us at the Burley Manor Hotel, its history makes fascinating reading.

By 1935, the manor had become a hotel and it has served guests ever since, apart from a short spell as a military HQ when it was requisitioned by Lord Montgomery during the war.

The two Chambers will bring together companies from many different sectors and provide the opportunity for lively informal networking – you never know who you will meet who can be a valuable contact for you in the future.



**To book your place please email the Events Team as below:-**

[events.south@hampshirechamber.co.uk](mailto:events.south@hampshirechamber.co.uk) or [events.north@hampshirechamber.co.uk](mailto:events.north@hampshirechamber.co.uk)

**For more information contact Hampshire Chamber of Commerce, Wates House, Wallington Hill, Fareham, Hants, PO16 7BJ on 01329 242420**

Cancellation policy: The Chamber operates a strict 7 working day booking cancellation policy. All cancellations must be notified in writing within the required period to qualify for a refund.

**Wednesday  
22 August 2018**

4.00pm – 6.00pm

Esseborne Manor Hotel,  
Hurstborne Tarrant,  
Andover, Hampshire SP11

Networking & Guest Speaker

Member **£15.00** (inc VAT)

Non-Member **£25.00** (inc VAT)

events.north@hampshirechamber.co.uk

## The Importance of Customer Service

Customer service is all too easy to neglect, and yet it is one of the fundamental building blocks of a successful business. Our guest speaker will be talking about how to recognise what makes good customer service and how important it is to implement it in your business. Come along for hints, tips, and vital advice on how you can best provide good service to your customers.



**Tuesday  
4 September 2018**

7.30am – 9.00am

Portsmouth Marriott  
Hotel, Portsmouth  
PO6 4SH

Networking & full English breakfast

Member **£22.00** (inc VAT)

Non-Member **£27.00** (inc VAT)

events.south@hampshirechamber.co.uk



## Breakfast Briefing

**Significant life events: how to manage the risks from a business and personal perspective**

Emotional and psychological trauma can have a profound effect on the human brain. When an individual experiences a significant life event it is likely to raise issues, both for them and for any organisation they are part of. Some of these issues will arise immediately, some over a longer term; some will be foreseeable and others will not.

This presentation explores the effect of such events from multiple perspectives, identifying the risks that can arise for organisations and individuals, identifying motivators and management issues, and providing practical advice and solutions.

It will signpost how to achieve the best possible overall outcomes for all, in the midst of the situation and over the long term.

Delivered by Kate FitzGerald an experienced lawyer whose long City career included extensive risk identification and mitigation. Kate was based in the challenging and stimulating environment of a globally significant financial institution where she gained an understanding of the broad range of dynamics and challenges that an individual and an organisation can face.

**Thursday  
6 September 2018**

12.00pm – 2.00pm

Warbrook House,  
The Street, Eversley,  
Hook RG27 0PL

Networking & BBQ

Member **£25.00** (inc VAT)

Non-Member **£35.00** (inc VAT)

events.north@hampshirechamber.co.uk

## Behind the Scenes and Networking BBQ

Your chance to come and meet fellow Chamber members from across North Hampshire over a BBQ at the beautiful Warbrook House – a Grade I listed mansion designed in 1724, now a hotel with a purpose-built conference facility. There will be an opportunity to be shown around

the recently refurbished hotel and grounds, so come along to find out more.



**Wednesday  
12 September 2018**

4.00pm – 6.30pm

Ascent Farnborough,  
2 Gladiator Way,  
Farnborough GU14 6GB

Networking & Exhibition

Member / Non-Member **Free of Charge**

Exhibition stands available **£85.00**

Members only **(Plus VAT)**

events.north@hampshirechamber.co.uk



## Meet the Chamber & Business Exhibition

Your chance to forge new business contacts, meet Chamber members and discover how your business can grow and prosper with the Hampshire Chamber of Commerce. View the

business exhibition on a friendly, relaxed atmosphere over a cup of tea and enjoy excellent networking opportunities. **It's FREE to attend**

**but please register through Eventbrite at**

**<https://bit.ly/????????????>**

Supported by:



**Friday  
14 September 2018**

12.15pm – 3.45pm

Grand Harbour Hotel,  
SO15 1AG

Networking Lunch & Speaker

Member **£59.50** (inc VAT)  
Non-Member **£69.50** (inc VAT)  
events.south@hampshirechamber.co.uk

## Annual Boat Show Lunch

**With Guest Speaker Aaron Phipps, the first person in the world to climb Kilimanjaro in a wheelchair unassisted**

Sponsored by Norse, drinks reception, networking lunch, keynote speaker, charity raffle and complimentary pass for entrance to the Southampton Boat Show, which can be used on Press Day as well as show week (14-23 September) are all included in the price.

Celebrate our 50 years of association with the Southampton Boatshow and hear the remarkable and powerful story of Aaron a former Great Britain Wheelchair Rugby player and London 2012 Paralympic athlete.

Aaron is a remarkable young man, who will share his journey after lunch.

This is an event not to be missed and is an ideal opportunity for corporate entertaining.



Sponsored by: **Norse**

**Tuesday  
18 September 2018**

4.30pm – 6.45pm

Chilworth Manor Hotel  
SO16 7PT

Networking & Speaker

Member **£23.50** (inc VAT)  
Non-Member **£28.50** (inc VAT)  
events.south@hampshirechamber.co.uk



## SME Quarterly Business Club

What do great Leaders repeatedly do in the way that they communicate? Why are some leaders more effective in their communication style than

others? Which are the behaviours that will enable you to engage your team and create a culture that promotes high performance?

We are delighted to advise Matt Burgess, a Senior Communication Consultant at Mission Performance has agreed to be our Guest Speaker for the evening. As a facilitator and speaker he has worked across the Globe delivering training and speeches to thousands of people.

Following networking and supper Matt will take us through an interactive session which will draw upon his 20 years of experience as a performer and deliver practical communication insights and tools from the World of Theatre, Business Education, Sport, the Military and the FBI.

By the end of the session you will understand how to: Identify the communication skills required to engage effectively; Match what you say to how you say it; Communicate to build longer lasting relationships; Change team culture through individual behaviour

The Club welcomes Non-member SME businesses.

Sponsored by:  Solent Growth Hub

**Tuesday  
25 September 2018**

7.30am – 9.00am

The Solent Hotel and Spa,  
Rookery Avenue, Whiteley  
PO15 7AJ

Networking & Full English Breakfast

Member **£22.00** (inc VAT)  
Non-Member **£27.00** (inc VAT)  
events.south@hampshirechamber.co.uk

## Breakfast Briefing

**An invitation with the Bank of England.....  
The outlook for the economy – The Bank of England's projection for growth**

The Bank of England Agent for The Central Southern Agency will introduce the Bank of England's just published forecasts for the UK economy over the next few years. There will be plenty of opportunity for members to ask questions and for you to air your comments and concerns on the current economic situation.

Join us for this popular informative briefing and network with other professionals over an excellent full English breakfast.



# What's On

## Making Networking Work for You



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### PURE NETWORKING ACROSS THE REGION

A series of complimentary networking events for Hampshire Chamber members and non members by prior arrangement only, delivered in venues across Hampshire. Offering a range of structured and informal networking these events are designed for you to make new contacts and promote your business in an informal atmosphere over a cup of tea or coffee.

**Whilst attendance is free, places must be booked by checking the post code for the event and booking as follows –**  
[events.south@hampshirechamber.co.uk](mailto:events.south@hampshirechamber.co.uk)  
or [events.north@hampshirechamber.co.uk](mailto:events.north@hampshirechamber.co.uk)

**Don't forget to bring plenty of business cards!**

Portsmouth area – [jane.nash@hampshirechamber.co.uk](mailto:jane.nash@hampshirechamber.co.uk)  
Southampton area – [jane.nash@hampshirechamber.co.uk](mailto:jane.nash@hampshirechamber.co.uk)  
Basingstoke area – [chris.munns@hampshirechamber.co.uk](mailto:chris.munns@hampshirechamber.co.uk)

Date: **Monday 30 July 2018**  
Venue: Qinetiq, Cody Technology park, Farnborough, GU14 0LX  
Time: 2.00 – 4.00pm  
Cost: Member/ Non Member FOC

#### Future Dates

Monday 20 August,  
Monday 3 October,  
Monday 19 November

**A wealth of sponsorship opportunities are available throughout the year starting from as little as £250 + vat, now including the popular Meet the Chamber events; if you would like more information please contact the events team below:**

### Farnborough Business Breakfasts

A series of events with a guest speaker held on the second Monday of each month. Breakfast payable on the day but places must be booked in advance by contacting [events.north@hampshirechamber.co.uk](mailto:events.north@hampshirechamber.co.uk)

#### NEW

**Venue:** Village Hotel, Pinehurst Rd, Farnborough GU14 7BF  
**Time:** 7.30am – 9.00am  
**Cost:** £11.50 per person (Payable on the day)

#### Future dates:

10 September, 8th October 2018

### Have Your Cake & Eat It

Hampshire and Surrey Chambers of Commerce present informal facilitated networking on the third Wednesday of each month (Not Bank Holidays).

**Date:** **15th August**  
**Time:** 2.30pm-4.00pm  
**Venue:** The Vine Centre, 33 Station Road, Aldershot, GU11 1BA  
**Cost:** £10.00 Inc vat Member & Non-Member

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[events.south@hampshirechamber.co.uk](mailto:events.south@hampshirechamber.co.uk) or [events.north@hampshirechamber.co.uk](mailto:events.north@hampshirechamber.co.uk)

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