



Insight West Thames:

IoD West Thames regional newsletter
Autumn 2015 www.iod.com/westthames

Welcome to the Autumn edition of our Branch newsletter.

This will probably be my last piece for the Newsletter as your Chairman. It is approaching five years since I took over the role and it is time to stand down. I have very much enjoyed meeting so many of our members and seeking ways of improving our business community.

One of my main priorities during my term as Branch Chairman has been to promote opportunities for young people and to encourage greater collaboration between the business world and education. It is important to provide young people with an insight into the world of work and the opportunities available to them. The most effective way to do this is by providing young people with opportunities to speak to people from the world of business. The more contact that young people have with employed and self-employed people and the companies that they work for, the more knowledge they will have to make informed choices about their future.

Over the current academic year, there are a number of fantastic opportunities

to engage with young people being organised by Kingston and Richmond Education Business Partnership.

During Global Entrepreneurship week, 16-20th November 2015, they are coordinating a variety of activities to raise young people's awareness and understanding of what it means to be self-employed and what motivates people to set up a business.

The World of Work Roadshow will be taking place at The Stoop in Twickenham on 9th March; providing a unique opportunity to showcase your organisation to an audience of up to 1000 young people from South West London.

In addition, they are always looking for employers who are willing to host work experience placements for young people. We especially need placements next July for 6th Form students (aged 16/17) and year 10 (aged 14/15).

Further details of these opportunities and more are available on our branch website (www.iod.com/westthames) or feel free to contact me for further information.



Thank you all for your support,
Ian Dewar, Branch Chairman

Could you be our next Chairman?

Our current Branch Chairman, Ian Dewar, comes to the end of his term in the Spring of 2016 and we are taking this early opportunity to start the search for his successor.

This is a rewarding role bringing with it the opportunity to become "the voice" of the IoD in the West Thames area and play a key role in leading the Branch Committee in representing the IoD and its members in your area. Although a voluntary position, you will be supported by the active involvement of the local committee.

It is hoped to confirm the appointment of the incoming Chairman in time for him or her to spend time working alongside the current Chairman and as a member of the Branch Committee - with the appointment ratified by the Branch Annual Members Meeting in the Spring of 2016. You will also become a member of the IoD's Regional Committee.

This opportunity is open to all members of the West Thames Branch.

In the first instance, further information can be obtained by contacting the current Chairman at:

chairman.westthames@iod.net

If you are interested in applying for this post, please send a short note of introduction to Rodger Broad, Director, IoD South, Davidson House, Forbury Square, Reading RG1 3EU

tel: 0118 900 0532,

email: **rodger.broad@iod.com**

The closing date for all indications of interest is 30 November 2015.



Chris Lyons, author of Building a Portfolio Career

Portfolio Working

More and more people of all ages are rejecting traditional employment in favour of a “portfolio” approach to their life and career. A life of careers not a career for life. The alternative to a traditional ‘one track’ career.

The concept of Portfolio Working was first coined by management guru Charles Handy to describe “a portfolio of activities – some we do for money, some for interest, some for pleasure, some for a cause... the different bits fit together to form a balanced whole”.

Portfolio careers offer the flexibility that gives you control and balance in your life, a balance for your time and money, a balance between your work-life and Home Life. Balance that you design yourself.

What are the secrets of success? They all start with you, understanding who you are and what you want...

- First : Look at the whole of your skills and talents in every part of your life because they are all transferable
- Second : Think about where you are now not Where you’ve been: What drives you now, what are your motivators, what are the most important things in your life today
- And thirdly: Look ahead to where you want to be and do some planning; if you know where you want to get to, the world has an amazing way of throwing opportunities in your path – you need to be ready!

Anyone can have a Portfolio Career, but it doesn’t suit everyone’s taste. Develop your portfolio over time, rather than in the middle of a life changing event e.g. Redundancy, and answer the questions: Is it for me? What roles would fit me best? How can I get and retain the right balance? And above all how can I make it happen?

Chris Lyons is a founding member of The Portfolio Professionals Partnership. A resident of Richmond and IoD member he created his portfolio in 2002 after a long career in finance and banking. He authored Building a Portfolio Career, the established “How To” book on this subject which is due for third edition release shortly. With his co author Adrian Bourne they provide help and advice to anyone interested in Portfolio Working.

Why your business should be thinking of supporting Defence

Support from employers for our Armed Forces has never been stronger. According to Defence Relationship Management, the MoD organisation tasked with building employer engagement, Defence is seeing a rising tide of support from big and small private, public and charitable organisations. To date, 670 employers in a wide range of industry sectors have declared themselves Armed Forces friendly. And as employers understand the benefits of partnering with Defence, that number is set to grow.

The first step in climbing the ladder of support for Defence is signing the Armed Forces Covenant, whereby employers make public the initiatives they have put in place for the benefit of reservists, veterans, the wounded, injured and sick, and their spouses. There isn’t a one size fits all type of support, so organisations tailor their pledges to their individual needs.

Two main drivers underpin the tide of support for Defence: by declaring themselves Armed Forces friendly, organisations recognise the huge contribution that our Armed Forces make to communities on domestic soil and overseas.

Secondly, organisations are able to tap into a talent pool that brings often hard to find skills into the workplace. Individuals with military experience are immensely adaptable team players who have spent years in training, often in extremely harsh environments, learning hard and soft skills continually. There are very few companies who train continually and who test to the limit, so the mind-set and skills that military training brings employers are above par.

Demonstrating support for Defence ranges from allowing reservists paid time off for training, implementing flexible HR policies to meet the needs of serving reservists or offering guaranteed interviews and career opportunities to veterans or their partners.



Rupert McNeil (Group HR Director) and Matt Young (Group Corporate Affairs Director) of Lloyds Banking Group co-sign the Armed Forces Corporate Covenant with Julian Brazier, Defence Minister for Reserves (centre) at bank’s London headquarters.

For more information contact Mark Richards at Defence Relationship Management co-drmsam@rfca.mod.uk and 07823 889473, and see www.gov.uk/government/policies/armed-forces-covenant

Could you be the UK's Director of the Year 2015?

Do you have what it takes to be named the UK's Director of the Year?

Business leaders across the region are being invited to try and follow in the footsteps of last year's London and the South Director of the Year award winners who all went on to be selected as a finalist in the UK Director of the Year Awards.

To do so, they need to enter the 2015 London and South East Director of the Year awards run by the Institute of Directors (IoD).

Open to members and non-members of the IoD, the awards will be welcoming entries from business leaders from the whole of London and the South East of England, bringing together company directors from a variety of backgrounds and recognising their qualities as business leaders.

Rodger Broad, Director of IoD South, said: "Our regional award winners have all gone on to compete in the UK Director of the Year Finals.

Last year's regional competition attracted a high number of quality entries from across the region and culminated in the Gala Awards Dinner in London at which the finalists' achievements were publicly celebrated.

Rodger Broad added: "These awards are a wonderful way to raise the profile of your organisation and boost the morale of your staff, as success really does breed success.

"The fact that so many of our local winners have gone on to win UK Awards over the past years is sure testament to the quality of business leadership in London and the South East.

"Encouragingly, many previous entrants who were not lucky enough to win have said entering was still worthwhile as it helped them to take a step back and take a fresh look at their operations.

"The Gala Awards Dinner is also a great event at which to meet other high quality businesses from across London and the South, as well as rewarding staff with a fantastic night out."

The Gala Awards Dinner 2016

The Gala Awards Dinner will take place on Thursday 28 April 2016 in the prestigious surroundings of the Nash Room at the Institute of Directors in Pall Mall, London. Beginning with a drinks reception and a three-course meal, guests are then introduced to each of the finalists before the awards commence.



Winners of the 2014 Awards



Awards categories

Director of the Year (large company)

This category is open to directors from companies with an annual turnover above £100M.

Director of the Year medium company

This awards category is open to directors of companies with an annual turnover of £10M-£99.99M.

Director of the Year small company

This awards category is open to directors of companies with an annual turnover of under £9.99M.

Young Director of the Year

To enter this award, directors must be under the age of 42 and must be able to point to outstanding achievements during the past 12 months

International Director of the Year

This award is open to all directors in UK-based companies with overseas sales. The entrant must be able to show that a minimum of 25% of the company's turnover comes from overseas sales and must be successful in exporting, and committed to continued growth in the international business arena.

Public/Third Sector Director of the Year

This award is open to all directors in the public sector as well as those working in the third sector and other charitable or not-for-profit organisations.

Family Business Director of the Year

Entrants for this award will be directors in second generation or more family businesses and will have responded to the specific challenges that face directors in such well established firms.

Chairman's Award for Leadership in Corporate Responsibility

This award is to recognise those directors who are able to demonstrate that, through their direct actions and leadership, their business has made a positive impact on the local community, wider society and/or the environment.

It is easy to submit your online nomination now. Go to: <https://iod-awardssouth.co.uk> for full details and to open up the nomination form.

Self-nominations from both members and non-members are encouraged.

The deadline for nominations is Fri 31 October 2015.

Chairman's view

Some of you may remember that last year I mentioned that during my tenure as Regional Chairman I would be focusing on three "P"s namely best Practice, impact on Policy and Punching our weight.

Over the last year working with the Branch Chairmen we have discussed how we can improve the way we do things at branch level and respond to the needs of members and attract more members to the IoD.

Looking at the first "P" of best Practice it has been encouraging how colleagues are sharing successful events with each other and replicating them. You will be seeing more "Director Briefing" events aimed at helping members learn about important and exciting topics and impart up to date information to enable them to become better business leaders. I strongly believe that this is an area we can excel in and that we have the tools experience and knowledge to occupy this space. I know that one branch is moving towards the majority of their events qualifying for CPD points. Hopefully we will see more general movement towards this in the future and the delivery of events in localities that up to now have been absent on the events calendar for members.

On the second "P" of Policy matters, we have given over a considerable amount of time at our Regional Chairmens meetings to meet with policy makers and influencers to learn about their activities, see how that interacts with members' businesses and enter into a debate to enable us to influence accordingly.

On a national level we have received regular updates from the Pall Mall policy team, both pre and post election and have also debated IoD positioning on the forthcoming EU referendum. We have also met officials from BIS, the Technology Catapults and the Sector Skills Councils. Regionally we have met with Transport for London and the Heathrow team to see how we can engage with improving regional transport infrastructure. At a local level we have been involved with issues such as Operation Stack in Kent and even a request for a position on land links to the Isle of Wight.



David Seall
Regional Chairman

The Branch Chairmen were invited to a business reception at the recent Labour Party Conference in Brighton and were encouraged to enter into the debate with delegates. At least one Branch Chairman now has a regular spot in a business programme on local radio and others are also in the local press and working with organisations such as Local Enterprise Partnerships to influence the agenda on your behalf.

I would urge any of you to contact your local Branch Chairman if you have an interest or concern on topics such as local infrastructure or business support. The door is open for us to influence the agenda on your behalf as we move the focus of our Branch Committees towards a more 'ambassadorial' role over the coming months.

On the third "P" of punching our weight I'm delighted to see more organisations sponsoring our activities across the patch. I'm also delighted that PwC are supporting our Regional awards once again and urge you to nominate any Director that you feel would be a worthy contestant.

Policy Corner

They say that a week is a long time in politics, but if that's true then the past year may as well have been an epoch.

As I write this on the train back from the Labour Party Conference in Brighton, it's striking how much has changed since last year's conference season. Fresh off the back of a Scottish referendum vote that was supposed to put the independence debate to bed for a generation, Ed Miliband and his team were confident of winning the General Election but – in hindsight – fatally failed to persuade those who were unsure of his economic capability. The Tories gathered in Birmingham nervous about their electoral prospects, the gossip at the Conference bars dominated by rumours and theories on who the next leader would be. The

Lib Dems had 56 MPs and were looking forward to playing Coalition kingmaker again, and few people south of the border were aware of who Nicola Sturgeon was.

You all, of course, know what happened next. The Tories won a majority that even the bluest of party members were shocked by, the Liberal Democrat vote collapsed, and the SNP roared into Westminster promising to shake up politics. Even the longest in tooth of the Westminster commentariat have been surprised by the last year – but nothing quite prepared anybody for the election of Jeremy Corbyn as Labour leader. From 200/1 outsider to leader of Her Majesty's Opposition, it's remarkable whichever way you cut it.

So what is business to expect from Jeremy

Corbyn's Labour party? To read some of the stories that have come out since his election, you'd be under the impression that there was a full-scale assault coming – but, actually, that wasn't the impression given out at this year's Labour conference. Every MP we came across was keen to emphasise that they wanted to engage with businesses of all sizes, and not to repeat the errors made by Ed Miliband early on in his administration in which he painted business and the private sector as antithetical to Labour values. Indeed, the leader himself addressed a gathering of business groups and talked excitedly about the start-up economy and getting small businesses in a position to scale up.

...continued

Policy Corner (continued)

It was a marked, and very welcome, change in tone from some of the rhetoric during the leadership campaign.

There were, of course, notes of caution. For the second year in a row, the Labour leader didn't adequately address the deficit and our growing national debt. Last year Ed Miliband simply forgot a section of his speech – this year there was no excuse: it

just wasn't considered important enough to go in an hour-long treatise which included, among other things, entirely worthy comments on the Saudi Arabian justice system. Mr Corbyn described so-called austerity as the recipe of the past – in truth, balancing the books is the only way to guarantee a sustainable future.

In short, business will give Corbyn and

his Labour party some time to develop a real offer to Britain's businesses. In the meantime, though, they must be sure to play the right mood music – not wary of business, but supportive.

Andy Silvester

Head of Campaigns, IoD Policy Team

Are you making every second count?

Katharine Jenner, Chief Executive at Blood Pressure UK, explains why it's important to know your blood pressure numbers and gives advice on how to manage the condition in the workplace.

A shocking 1 in 3 adults has high blood pressure and a third of them have no idea, as it has no symptoms. It is the UK's biggest silent killer, responsible for 60% of strokes and 40% of heart attacks. High blood pressure is also a risk factor for kidney disease and dementia. So how can you keep yours in check?

If we could spend a little more time thinking about our health, and a little less time on the stressful elements of our lives, such as work, we would all be better off.

While blood pressure may increase temporarily when you're stressed, stress has not been proven to cause chronic high blood pressure. However, stress can affect how you feel, think, behave and how your body works, including sleeping problems, sweating, loss of appetite, headaches or dizziness.

The following tips will help with managing work stress, and should your lower blood pressure too:

Be active

Don't get stuck behind your desk at work every day. Exercise can release feel-good endorphins, strengthen your heart and reduce your blood pressure - just half an hour, 5 times a week, will make a big difference. Use your lunch break to go for a walk.

Keep to a healthy weight

It's hard to resist snacking at work but losing small amounts of weight can lower your blood pressure and also improve your quality of life, such as better sleep and less joint pain.

Avoid unhealthy habits

Don't rely on alcohol, smoking, caffeine and junk food as your ways of coping with stress at work. A healthy, balanced diet will keep you full of energy, and less salt and more potassium from fruit and veg will lower your blood pressure.

Take time for your health

Take just two minutes to measure your blood pressure, either at home, in a pharmacy or GP surgery, or at one of our Pressure Stations during Know Your Numbers Week (14-20th September). Knowing your blood pressure numbers is quick, free, painless and could save your life – giving you one less thing to worry about.

To find out where your local Pressure Station is being held visit www.bloodpressureuk.org or to find out more about the charity's work please email Hemini Bharadia, hemini.bharadia@bloodpressureuk.org or visit www.bloodpressureuk.org

About Blood Pressure UK

Blood Pressure UK is the UK's leading blood pressure charity working to lower the nation's blood pressure. The charity provides information and support for people with high blood pressure and raises awareness to prevent the condition.

For more information visit the charity's website at www.bloodpressureuk.org.

If you have a question about your blood pressure, call 020 7882 6255. Blood Pressure UK is the operating name of the Blood Pressure Association, charity reg. 1058944.



‘Operation Stack’ – A Real Story

Boxed In – The IoD gets a Business View of Operation Stack

For many, Operation Stack (holding the HGV backlog on the M20 during periods of port or Channel Tunnel delays) was and is just a Kent issue but, that it certainly was not.

However, it did affect Kent business very badly and we hear from a business in Kent directly affected by the recent and extended closure of the M20 and the resulting traffic chaos in all the surrounding areas.

For Hythe-based coach operator Buzzlines, the occasional imposition of Operation Stack has been an operational hazard for many years.

Based at Lympne Distribution Park, Buzzlines is tucked away just south of the A20 near the motorway’s junction 11 and only 10 minutes from the tunnel terminal. Motorway closures have always been a challenge to the company but, occasional port or tunnel stoppages clogging up the M20 have rarely lasted more than a day or two and operators have learned to work around them.

But this year has been so much worse as troubles on the French side have spiralled seemingly out of control. It all came to a perfect storm at the end of July as the migrant issue reached its peak; DFDS sailings were suspended after striking workers fired distress flares at one of their own ships leaving port; and Eurotunnel workers started fires on Calais roads and railway lines in solidarity with My Ferry employees who had been dismissed by their parent company – Eurotunnel.

The upshot on Kent’s roads was mayhem since with minimal traffic able to cross the channel all the arterial routes from Maidstone eastwards seized up with queuing lorries and the seasonal exodus of schools-out holiday traffic. The A20 itself came to a standstill in both directions as HGVs with time-expired drivers parked indiscriminately, blocking junctions and approach roads. The A2, M2 and interconnecting arterial roads were hardly better.

Buzzlines CEO Lynn Woods looks back on it as something equivalent to Armageddon. “It was crippling every aspect of our operation, we had vehicles and drivers stranded all over the place, staff unable to get to work, drivers stuck because they had run out of hours, and a lot of exasperated customers”.

The crisis was also hitting Kent-based businesses hard in the pocket. Lynn reckons that over the summer months the Calais crisis and Operation Stack have cost Buzzlines well over £100K in cancelled business and additional costs – over 2% of annual turnover. “At this time of year we expect to be at our busiest and in strategic terms we should be storing away nuts for winter. We will be feeling the pinch long after the crisis subsides”. The Road Transport Association



was quoted as saying the recent extended closure and resulting travel disruption would cost UK and International companies quite literally millions in additional costs and lost revenues.

Buzzlines being so handily placed, relative to the short sea crossings, expected to support lots of academic year-end school trips to France and Belgium, but this summer much of that trade just evaporated. Lynn adds that for a while there was a noticeable falling away in European tour and day trip bookings too, but things have recovered since August. Indeed the company has just raised its annual forecast substantially in response to a healthy surge in tour and excursion revenue, so there’s cause for optimism.

Looking back, would the business do anything differently in a repeat crisis? “There are always lessons to be learned” he says, “if we could see Stack coming we would certainly disperse our fleet to avoid being boxed-in”. And could Government have done more? “It took a very long time for the Police, KCC, and Central Government to recognise they were addressing one problem by creating an even more damaging one. Strange we have heard so little about relieving the M20 by getting strategic freight on to the railway....”

Former RAF Sqn Ldr Lynn Woods took over Buzzlines in 2013 after taking software company Adastra from inception in 1994 to a £12m IPO on AIM in 2008. Buzzlines operates a fleet of 25 coaches, buses and feeder vehicles. Aside from its holiday and excursion programme it runs commuter services from Ashford into Canary Wharf and the City, has a busy private hire department, and substantial corporate contracts with Unilever, the Border Agency, Kent County Council and others. www.buzzlines.co.uk

Focus on...

Pam Rowan

HR Director for Pernod Ricard UK and Pernod Ricard Travel Retail Europe

Why did you join the IoD and what benefits have you used?

The IoD really got on my radar as a result of realising the professional and personal benefit to me of connecting with like-minded individuals. As a member of the IoD, I really do feel part of a network that has a genuine voice with all key stakeholders in business and government and on a personal level the wealth of information that one has access to is enormously beneficial when trying to stay at the forefront of progressive thinking.

Can you tell us a little about your job and a 'day in the life of you'?

I am the HR Director for Pernod Ricard UK and Pernod Ricard Travel Retail Europe. Pernod Ricard is the co-leader of Wines and Spirits and the No.1 in Premium and Prestige Spirits worldwide. We employ over 18,000 employees in over 80 countries and 19 of our brands are amongst the World's Top 100 brands – brands such as Absolut Vodka, Chivas Regal Whisky, Malibu, Beefeater Gin, Martell Cognac, Campo Viejo Wine and Mumm Champagne.

My 'day' is varied and has different challenges ranging from talent attraction and retention; developing engaging reward strategies and creating balanced teams at all levels within the organisation. In addition, we have a strong focus on promoting responsible drinking and reducing alcohol related harm and this along with our broader CSR strategy is prevalent in everything we do. Finally, our three core values of entrepreneurial spirit, mutual trust and a strong sense of ethics form the backbone of our business and, along with our convivial style of working, which embraces openness, sharing, sociability and the fostering of friendships, uniquely defines our business and our ways of working.

What's the best piece of business advice you've received?

What got us to today, won't guarantee success tomorrow. Get the right balance between delivering today's business and creating tomorrow's business.



Any words of wisdom you'd share?

Be pragmatic - deal with things sensibly and realistically.

And on a personal level... ?

I live in Buckinghamshire with my husband, Paul, and our three children (aged 16, 13 and 10). I love the (increasingly rare) times when we are all together as a family either over the dinner table, on a bike ride or on holiday and socialising with our friends over dinner / drinks always puts things back in to perspective!!

All eyes on Twickenham for England 2015 and the Rugby World Cup!

Twickenham is world famous for rugby and home to the world's largest stadium built specifically for the sport. With a capacity of 81,605. Twickenham is etched into rugby's DNA. The biggest dedicated rugby ground in the world, it staged its first game between two local sides, Harlequins and Richmond in 1909. More than a century has passed, and with it thousands of great battles and jaw-dropping moments.

From England captain Bill Beaumont being lifted off the field after the 1980 Grand Slam, to Phillippe Saint-Andre's incredible try for France in 1991 and Australia beating England in that year's Rugby World Cup final: every rugby fan has a Twickenham memory.

This year the town has welcomed the Rugby World Cup since September - the world's third largest sporting event. With the lion's share of matches, Twickenham will eventually host 10 games - the opening match, four pool phase matches, two

quarter-finals, two semi-finals and the final on 31st October.

2014 was a pivotal year for Twickenham. Work began on the Twickenham Area Action Plan which has led to significant infrastructure changes that have transformed the High Street and the cosmetic appearance of the town.

It was also the launch of Try Twickenham, the Business Improvement District (BID). Try Twickenham represents over 400 businesses in the town. It is the voice of a united business association tasked with delivering a town that is attractive, safe and welcoming. Try Twickenham represents a commercial and retail business community that engages visitors, residents and businesses for the benefit of Twickenham. A large majority will no doubt have benefited in some way from the Rugby World Cup.

Try Twickenham has created www.trytwickenham.com, a town website to ensure there is a Twickenham hub that

represents the interests of the town and displays a current and comprehensive listing of events, retail offers and news, enabling direct contact with consumers and businesses. If you're planning on attending one of the remaining 2015 matches, or just visiting the town to soak up the atmosphere, why not take a look?

Along with the social media profiles [@trytwickenham](https://www.facebook.com/trytwickenham) for Facebook and Twitter, there is a lively and engaging mix of consumer and business chatter.

We'll be interested to hear your feedback on the Rugby World Cup Project and how it has impacted on you and on Twickenham.

Contact Denise Jones
admin.westthames@iod.net



To be connected

We hold the world's largest network of senior level professionals, from multinational blue-chips and public sector organisations to start-ups and small family firms.

To be supported

The IoD is the longest standing organisation to serve and support business leaders, with over 100 years of service in raising professional standards worldwide.

To be a part of it

Whether it's for our research facilities, our regional events or our training programmes, join our knowledgeable and experienced membership to accelerate your professional development.



London Pall Mall facilities

Enjoy exclusive fine dining and drinking venues, as well as a range of function and meeting facilities.



Space to work, relax and entertain

You have access to IoD meeting areas across the UK, many with wine bars and dining areas, for you and up to three guests.



Global working spaces

Free access to working spaces at 3,000 Regus locations in 900 cities across 120 countries around the world.



Research carried out on your behalf

Our award-winning research team will investigate your business queries, providing answers within 24 hours.



One-to-one independent advice

Explore new business opportunities, cost effective solutions and timely strategies to support you in a changing environment.



Events to grow your business

IoD conferences and events are renowned for their high profile speakers, informative programmes and popular networking opportunities.



Tailored training solutions

Our expert Professional Development team create IoD courses according to your specification, delivering high quality, relevant training solutions.

Sign-up for e-communications

As a business organisation supporting and developing leadership and leadership skills 'e' communications has to be the way forward as we seek to improve levels of communication with our members.

Please take the time to ensure you are signed-up to receive email communications:

www.iod.com/signup

There is also a direct link to this Newsletters in a format compatible with pc, tablet and mobile devices at:

www.newslettersouth.co.uk/westthames

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Inspiring business

Events: West Thames

IoD West Thames Events, Autumn 2015

www.iod.com/westthames

Inform; Develop; Connect; Influence

Events for members and guests
through West Thames and the
IoD South Region



IoD West Thames Women's Lunch Club

Dates: Thurs, Nov 12

Venue: La Buvette Restaurant, 6 Church Walk,
Richmond TW9 1SN

Time: 12:15 - 13:45

Price: £23 Inc service Members,
2 course prix fixe lunch & coffee
& a complimentary glass of Kir on arrival



A group of dynamic business women sharing lively conversations. An informal get together over a delicious 2 course lunch in a fashionable & charming bistro.

Meet potential colleagues, suppliers, clients and friends

“...good for building relationships ... good for inspiration.”

“Really good discussion, got to know each other much better & found business opportunities all around!”

Early Christmas Drinks Evening at The Clockhouse, Teddington

Date: Wed, Nov 18

Venue: The Clockhouse, 69 High Street,
Teddington TW11 8HA

Time: 18:30 - 20:30

Price: Free of charge - Members and guests
With a complimentary glass of wine and nibbles on arrival, and cash bar.



This sociable 'get together' is about getting to know people and sharing knowledge and experiences. Invite along your colleagues and clients too, before the 'busy Christmas season' begins.

Why Leadership Fails: the Ancient Brain in the Modern World.

Date: Tues, Nov 24

Venue: Hawk Training, Regal House, 70 London Road, Twickenham TW1 3QS

Time: 18:30 - 20:30

Price: £15 Members & Guests £25 Non-members £ TBC

Wine and snacks will be served during the evening.

Leading business psychologist and author Fiona Murden will discuss the latest neuroscientific and evolutionary research focusing on the surprising nature of how these findings impact effective leadership in organizations today.

The world around us is constantly changing in a way that doesn't align with, or even take account of the way our brains work. This mismatch between our brain and environment is growing ever bigger with potentially dire consequences, specifically where leadership is concerned.



Events: West Thames

You can also book these events using the form below, and both these and events from other branches, online at

www.iod.com/south/events

	Date	Event	Prices (exclusive of VAT)	No. of tickets	Total Price (excl VAT)	Tick for further info
1	Thur, 12 Nov 12:15 - 13:45	Women's Lunch Club La Buvette Restaurant, 6 Church Walk, Richmond TW9 1SN	£23 Inc service Members			
2	Wed, 18 Nov 18:30 - 20:30	Early Christmas Drinks Evening The Clockhouse, 69 High Street, Teddington TW11 8HA	FoC			
3	Tue, 24 Nov 18:30 - 20:30	Why Leadership Fails TBC Members and Guests Hawk Training, Regal House, 70 London Road, Twickenham TW1 3QS	£15 Members and guests £25 Non-members			
4	Thur, 28 Apr 17:00 - 22:30	London and South East Director of the Year - Gala Awards Dinner IoD's Nash Room, 116 Pall Mall, London	TBC TBC			

Sub total: £

Add VAT at prevailing rate VAT

Total Payable: £

First name: _____ Surname _____ Membership number: _____

Company Name: _____ Nature of Business _____

Address: _____ Postcode: _____

Tel: _____ Email: _____

Event number	Guest(s) name(s):	Company:

Please list any additional guests' names on a separate sheet.

I am paying the sum of £ by cheque / credit card* (Amex / Visa / MasterCard / Maestro) Cheques payable to IoD.

Card Number: Start Date: Expiry Date:

Security Code (last 3 digits on reverse of card) Issue no:

Terms and conditions
There are limited places available for all events so early booking is recommended, no reservations can be held without payment. Please complete and return the form above with full payment or book online at www.iod.com/events. Please note that bookings are non-refundable. Confirmation and any further details, will be issued just before the event. The IoD reserves the right to alter the arrangements as described due to unforeseen circumstances.

E-news: If you would like to be kept informed of forthcoming IoD West Thames events by e-mail, please make sure you have opted in at www.iod.com/signup

Please complete the booking form and return with your payment to:
Denise Jones, IoD West Thames Administrator, 19 Holmes Road, Strawberry Hill, Twickenham Middlesex TW1 4RF
t: 07584 657 576 e : admin.westthames@iod.net @IoDWestthames

Forthcoming Events across the IoD South East and London

For further information and to book any of these events please go to www.iod.com/south/events

All branches welcome members & guests from other areas. For more information, contact the administrator in the branch organising the event.

Branch administrator contact details: IoD South Regional Office 116 Pall Mall, London, SW1Y 4AE Tel: 0207 7668805 Fax:0207 7668832 email: iod.south@iod.com	Berkshire Buckinghamshire & Milton Keynes Hampshire Kent London City London Central Oxfordshire Sussex Surrey West Thames	Juliet Rushent Terri Stubbings Sarah Hartwright Lesley Bennett Mei Sim Lai OBE Jeanette Masarati Jo Goulding Angela Mcwatt Polly Buckley Denise Jones	0118 942 9608 01494 718 699 01730 301896 01795 435918 020 7194 8385 01895 811430 01235 201252 01403 790433 0208 398 9643 07584 657 576	admin.berks@iod.net admin.buckinghamshire@iod.net admin.hants@iod.net admin.kent@iod.net meisim@laipeters.org iod@byword.org admin.oxfordshire@iod.net admin.sussex@iod.net admin.surrey@iod.net admin.westthames@iod.net
Regional Administrator, Rosie Curcio 0207 7668805 iod.south@iod.com				

Wed, Oct 21 , MD Forum - BrandKent	Wed, Nov 18 , Early Christmas Drinks.....WThames	Tue, Dec 15 , Christmas Lunch Berkshire/Bucks & MK
Oct 28 , Central Networking Central London	Thur, Nov 19 , Charity Black tie Dinner.....Kent	Fri, Jan 8 , People Forum.....Surrey
Thur, Oct 29 , Directors BriefingKent	Thur, Nov 19 , Corporate Responsibility Bucks & MK	Tue, Jan 12 , Finance Forum.....Kent
Fri, Oct 30 , The Guildford Breakfast Club,Surrey	Fri, Nov 20 , The Directors' Breakfast.....Berkshire	Mon, Jan 18 , IoD ConnectBerkshire
Mon, Nov 2 , Become an Angel Investor Central London	Tue, Nov 24 , Why Leadership Fails.....WThames	Thur, Jan 28 , Cyber Crime - Prevent ItBucks & MK
Thu, Nov 5 , IoD 'Connect' Oxfordshire	Thur, Nov 26 , Directors Briefing.....Kent	Fri, Jan 29 , The Guildford Breakfast ClubSurrey
Mon, Nov 9 , Women's Lunch ClubBerkshire	Thur Nov 26 , Pub Hub Sussex	Fri, Jan 29 , Directors Networking Lunch Oxfordshire
Wed, Nov 11 , MMD Forum: Exiting your business.....Kent	Fri, Nov 27 , The Guildford Breakfast Club.....Surrey	Fri, Jan 29 , Directors' LunchBerkshire/Bucks & MK
Wed Nov 11 , Networking and luxury cars Sussex	Tue, Dec 1 , Bank of England Inflation Hampshire/Surrey	Fri, Feb 12 , Finance & Strategy Forum.....Surrey
Wed, Nov 11 , Central Networking Central London	Wed, Dec 2 , Festive Wine Tasting Dinner.....Berkshire	Fri, Feb 12 , Petersfield Directors Briefing Hampshire
Thur Nov 12 , Directors Briefing Sussex	Thur, Dec 3 , Lunch at House of Commons.....Kent	Fri, Feb 12 , Cliveden Breakfast Club.....Berkshire
Thur, Nov 12 , Women's Lunch Club.....WThames	Fri, Dec 4 , Basingstoke Directors Briefing Hampshire	Fri, Mar 4 , Basingstoke Directors Briefing Hampshire
Fri, Nov 13 , People Forum.....Surrey	Mon, Dec 7 , YDF Christmas Drinks Central London	Fri, Mar 11 , People Forum.....Surrey
Fri, Nov 13 , Petersfield Directors Briefing..... Hampshire	Thur, Fri, Dec 9 , Cliveden Breakfast Club.....Berkshire	Fri, Apr 8 , Finance & Strategy Forum.....Surrey
Fri, Nov 13 , Company Visit to MEPKent	Thur, Dec 10 , Directors Breakfast.....Bucks & MK	Thur, Apr 28 , Director of the Year Gala Awards ceremony.....South
Fri, Nov 13 , Women in Business ConferenceLondon	Fri, Dec 11 , Cliveden Breakfast Club.....Berkshire	Fri, May 13 , Cliveden Breakfast Club.....Berkshire
Mon, Nov 16 , Young directors' debate ...Central London	Fri, Dec 11 , Finance & Strategy Forum.....Surrey	Fri, June 3 , Challenge Sailing Regatta.....Berkshire
Tue, Nov 17 , Negotiation skillsCentral London	Sat, Dec 12 , Christmas Dinner at Balliol Oxfordshire	Fri, Sept 9 , Cliveden Breakfast Club.....Berkshire

Could you be the UK's Director of the Year ?

The IoD South Director of the Year Awards are open to both members and non-members of the IoD. We welcome entries from business leaders from the whole of London and the South East of England, bringing together company directors from a variety of backgrounds and recognising their qualities as business leaders.

It is easy to submit your online nomination; go to: <https://iod-awardssouth.co.uk> for full details and to access the nomination form.

Self-nominations from both members and non-members are welcome.

The deadline for nominations is Fri 31 October 2015.