



**Next meeting:  
Friday 26<sup>th</sup> October 2007**

### **News of our meetings**

Our September meeting was sponsored, with our thanks, by Elexus Consulting, a management and training consultancy working with over 1000 businesses; **Nicola Stocks** stressed the importance of knowing your client. Elexus is also able to advise clients on sources of funding for training.

**Eddie Strengiel**, leader of Lincoln City Council (and club chairman in his spare time) provided an update of the City Council's 5-year strategic plan review. The key focus of the Council is to ensure sustainable growth within the City and regeneration, and the Plan reflects this. Consultations have been ongoing with the local community – residents and business: local views are essential in establishing priorities for local spending. A commitment to a safe, clean and green environment is high on the agenda. Although the consultation period ended this week, you can see more details at the council's website [www.lincoln.gov.uk](http://www.lincoln.gov.uk). **Jane Speed**, a partner at Chattertons, spoke on issues around debt recovery: how businesses should ensure that their contractual terms and conditions are correctly worded at the outset – and how to obtain money, possibly through the small claims service, if payment is not forthcoming.

This form of practical update or advice is especially useful to members, and any local firms wishing to offer a general (ie non-commercial!) presentation on aspects of business legislation or requirement is invited to contact the chairman or secretary.

Our Card Draw speaker was **Peter Applewhite**, who explained that current research indicates that many mortgage contracts drawn up during the late 90s could have certain legal flaws, which could result in homeowners obtaining significant refunds relating to charges.

This Friday's meeting is sponsored by **Jonathan Bowman** of Aspect7, a company specialising in international marketing. The meeting's main speaker will be **Russell Foster**, Chief Executive of the Institute of Environmental Management and Assessment, which promotes sustainability through improved environmental practice and performance. Our second speaker will be **Bryn Roebuck**, who

will be talking about the need to demonstrate business continuity ability – especially if you deal with large or public sector organisations - and the role that electronic storage of data can play.

Operational duties permitting, **Sgt Pat Coates** will provide a City of Lincoln policing update. Of course, our regular 'speed networking' event will take place - so make sure you come equipped with plenty of business cards! A business card draw will take place as usual, to allow someone a brief promotional slot at our November meeting. **David Chadderton**, last month's winner, will talk about the importance of safety inspections.

Jenny Ross of the Royal British Legion will have a selection of Poppy collecting tins or fleet vehicle poppies for members to take away – if you wish to request any, please contact Jenny on 07976 512 128.

As always, our meetings are open to all – so if you, or colleagues, have not been to us for a while, come along on Friday morning to the Trust Suite at Lincoln City Football Stadium at Sincil Bank.

**Meeting sponsored by Aspect7**