

September 2018

Fantastic Networking Masterclass

Thanks to all 103 attendees who came to our September meeting to experience an incredible training session by Sally, Sally Roberts, from Fun Training for Results.

Sally had everyone on their feet and animated, networking more effectively than ever before. From saying your name twice, to writing your own headline, Sally's suggestions helped us build rapport with potential customers.



Harrogate Business Improvement District

We know from many of our members that Harrogate Town Centre is facing the unprecedented commercial pressures that are affecting so many towns and cities.

Harrogate has been lucky and weathered the storms better than most, but we must now ensure it retains its reputation as a prime destination not just in Yorkshire, but worldwide.

Harrogate Chamber support the aims of the BID and its realisation that it is time for businesses to take a step forward and shape the future of our town.

Yes, it's OUR town; it doesn't matter if you are a retailer, hotelier or a restaurateur, run your business from an office, or live within the town centre and work from home.

Harrogate should be important to us, as it offers a quality environment within its beautiful heritage buildings and vibrant green spaces.

What we now need is a body to act as a strong voice for the business community and ensure that the money raised from the BID will be used on additional projects to enhance our town and drive new business. The BID will also look at reducing business costs through centrally negotiating services such as trade waste, recycling and reducing energy costs by bulk buying.

It is important that we join together to vote 'YES' in November to benefit from over £2.5 million in investment over 5 years, which will shape the future of our town.

Sandra Doherty, CEO

October meeting: IOD speakers on getting your business financially fit for the future

On 8th October, two excellent speakers will share their expertise on smart financial planning, national trends, and sales. [Register to attend](#).



Jonathan Geldart

“Creating a powerfully profitable brand”

All strong brands start by answering a first basic question of “What do we stand for?” Jonathan (Jon) will cover how answering this question will save you money, and focus on the key differentiating position which will make you more profitable.

Jon is responsible for the strategic development of Greater China for Grant Thornton International Ltd. He has worked regularly in China for over six years, with extensive experience in other emerging economies. Jon is the IoD Chair for Yorkshire & Humber and a non-executive advisor to several UK and Chinese businesses. He was Global Marketing Director for Grant Thornton International Ltd, spent 16 years with PwC in brand and strategy consulting, and 10 years in the UK drinks industry.



Ian Garner

“Preparing to go international”

Ian is a Director at Practical Solutions Management Limited, Ambassador for North Yorkshire at the Institute of Directors, and Patron of Export Exchange at the Leeds City Region Enterprise Partnership.

He has 10 years’ experience in strategy and business development with BUPA across Australia, Europe, North America, West Africa, and South East Asia, with a focus on long-term aged care and out-patient healthcare. He spent 20 years in retail management with Thomas Cook and 5 years in sales and relationship-management roles with Travelex.

The evening kicks off at 5.30pm, with the meeting commencing at 6.15pm. It’s at the **Country Living St George Hotel** on Ripon Road. Guest attendance is encouraged.

It’s a Knockout at Ripley Castle

Harrogate Hospital and Community Charity (HH&CC) is organising ‘It’s a Knockout’ to raise vital funds for your local Hospital. The event takes place on Sunday, 30th September, at Ripley Castle.

Synergy Automotive and Clarity Office Solutions are among businesses who’ve put together teams, and staff from the hospital have also risen to the challenge.

Places are open until Friday, 21st September, for teams of between 6-10 people. A registration fee is all that’s required up front; fundraising can then follow by sponsoring your team, or fundraising during the following month. Don’t worry if you don’t have enough staff for a team, as you can involve your local pub, club or even street.

You don’t need to be super fit, so get involved, have fun, and raise valuable funds for your local hospital - your team may even be crowned as the overall winner!



Harrogate Hospital and Community Charity support staff, patients and their families as they actively fundraise to purchase equipment or improve patient experience over and above that which the NHS can itself afford. The charity recently raised over £600,000 for a new Nuclear Medicine Gamma Scanner which will be the fourth of its kind in the UK, the other three being in London!

To find out more, call David Fisher, Community and Events Fundraiser, on 01423 555641 / 07748 920319 or email david.fisher@hdft.nhs.uk

Harrogate at Christmas appeal

John Fox and the team managed to raise an impressive £28,360 from the 'How big is your bauble' appeal on StrayFM. As the official target is £30,000, we will be holding a collection at next month's meeting. The Christmas lights attract visitors to Harrogate during the festive season, which has a positive impact on many of our businesses.

New members

Welcome to the following businesses that have recently joined us. You can find their full details on the Directory page of our website, or introduce yourself if you see them at an upcoming meeting.

Home Instead Senior Care

Andrew Van Parys

<https://www.homeinstead.co.uk/harrogate>

07818408883

Posh Paws Harrogate

Ben Stothard

<http://www.poshpawsharrogate.co.uk/>

07812754116

Elizabeth Finn Homes Ltd

Helen Kirkbright

<http://www.efhl.co.uk/>

01423566964

Smart PA

Heidi Summers

<http://www.smart-pa.com/>

07496937009