

B2B



Business 2 Business!

New networking opportunity for Guernsey

Four leading business representatives will share their differing opinions with the business community later this month when they discuss a range of hot topics affecting commerce in Guernsey.

They will be on the panel at a Chamber of Commerce lunchtime Q&A session at the B2B event at Beau Sejour on 17th September. Taking part will be Chamber Vice President and Managing Director of Crowd Media Ltd Jo Porrit, Jo Stoddart of Quintessential Relocation Consultants, Mike Hopkins Director of Visit Guernsey and Actuary Martyn Dorey from Dorey Financial Modelling.

Chairing the session will be James Falla, Guernsey Press Business Editor, who will invite questions from the audience.

Ms Porrit said 'Chamber is delighted to be staging this panel debate . We hope to discuss various topics on the day, including the suggested introduction of GST and the impact this would have on our economy. It is vital we look at how we can raise capital moving forward, but this must be achieved without placing an additional burden on doing business in Guernsey, when we already have the current challenges from the internet, high transport costs and high labour costs. We need to ensure we address reducing government expenditure and explore ways of doing business smarter. We hope to address any questions and comments during the session.'

Keynote speaker at the B2B event is leading business consultant and 'troubleshooter' James Borg who will follow the Chamber slot with his take on how the cards you're dealt in life are not as important as attitude, backing his views with research into what qualities produce the top performers in business. Mr Borg, whose session is entitled 'Play Your Cards Right, What the top 1% do differently', writes regularly for the national media. His No 1 bestseller *Persuasion* was last year listed by Future magazine in their '50 Best Business Books' of all time – one of only 3 non-American authors to achieve this accolade (along with Sir Richard Branson and Sir James Dyson). CPD accreditation is available for those attending Mr Borg's talk.

The B2B event opens at 8am with a breakfast networking session hosted by Startup Guernsey and the Rise & Shine breakfast club. Startup Guernsey board member Tony Brassell said, 'Anyone is welcome to come along. Participants will pair up and make two minute pitches to each other. This is an unique opportunity to meet 40 or 50 new contacts and leads in an hour at no cost and get a free breakfast.'

Other presentations include 'Reducing Waste in Business' with Jim Anderson from the Public Services Dept and 'Why Xero?' with Tony Chick from the accounting software company Xero.

A Confederation of Guernsey Industry 'meet and greet' session between 5 - 7pm brings the event to a close with the opportunity for members and non members to meet the CGI committee and find out what the organisation has to offer its members.

Julie Settle of event organiser ec jersey said, 'Despite the popularity of social media face to face interaction at events like B2B is still proven to be the most effective way to generate business and contacts.

'We staged a similar event in Jersey earlier this year and exhibitors reported that their involvement had generated a higher level of leads than anticipated while event visitors went away more than satisfied with the contacts they had made.'

The B2B event, which is free to attend, takes place in the David Ferguson Hall at Beau Sejour from 8am until 7pm. Up to 30 local businesses from across a range of sectors will be showcasing their products and services to exhibition visitors.

For information on how to register for free attendance at both the Speed Networking Breakfast and James Borg's presentation, and to find out more about the event go to www.ec-jersey.com

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For further information contact Julie Settle on 07797 740913 or Marguerite Talmage on 07911 719081