



President's Round Up – Mark Longford

A 'quiet news week' from me but Susan has plenty of news. Richard and I are considering the benefits of IIS becoming incorporated, i.e. a Limited Company. This will not happen in my presidential year but, if there is a strong case and it is supported by the CII, this would be a project for the 2016/17 Council to consider.

Annual Dinner plans are well in hand but Paula is still in urgent need of support to promote and handle tickets sales and learn what goes on behind the scenes. A couple of volunteers could make light work and I'm sure we could pay for their meal and drinks bill. This is a great opportunity to learn valuable event planning skills so if you can help, please drop Paula Cook or me a line – we would love to hear from you.



Robert Fletcher was elected 119th President of the CII in July. This is a voluntary role and Robert's day job is Secured Lending Operations Director at Lloyds Bank. I am delighted that Robert has accepted my invitation to represent the CII at our Annual Dinner and we all look forward to welcoming him and describing our Sussex journey.

The other event I am thinking about is 'The President's Evening'. This is traditionally a social event chosen by the current President. This year I would like to try something different and would value your views. I enjoy passionate discussion and am thinking of holding a 'Sussex Debate'. Ideas are sketchy at the moment but perhaps a controversial motion and encouraging strong arguments followed by a vote. Can you help with suggestions for a relevant topic? This would be a prestigious event held in a quality venue enabling us to network over food and drinks. I can also see PR opportunities with the CII, other professional groups and the local press.

My thoughts are also turning to succession planning and this year IIS is very fortunate to have Richard as our Deputy President. At the January meeting, I will be asking Council to ratify Richard as our preferred candidate ahead of the formal election process in April. This will allow us to manage a seamless transfer by giving Richard a vote of confidence ahead of the AGM. There may be a number of changes next year as people take on new roles and we can follow the example of well run businesses. Possible successors need to have a good understanding of a particular role, skills and the time commitment involved. I will shortly be asking Strategy and Council to support a development programme for those stepping up, offering 1:1 mentoring and soft skills training based on role descriptions. This will demonstrate our commitment and the skills will also be useful in their careers – a 'win win'. My working title for the programme is 'Sussex eLite'.



Secretary's Soundbites (AKA Susan's Stamp!)

Opportunity Knocks! (an early forerunner of 'Britain's Got Talent' if you're too young to remember!).



One of Mark's initiatives this year is for IIS to reach out and engage with fellow professionals in parallel disciplines, as we can all learn so much from each other. You can imagine my joy when the perfect opportunity landed in my inbox last week from the University of Brighton Business School (UoB).

Weekend Update 17 Links With Aldermanbury

Date 23 August 2015

Not only an invitation for our members to attend a Professional Association Cross Sector networking evening with guest speaker on 12 November, but also a plea for one of the affiliated associations to co-host the May 2016 event and provide a speaker. And the chance for all to bring along a stand and any literature about their organisation. These evenings attract lawyers, accountants, company directors, professionals engaged in HR, insurance, financial services and from the UoB, so far too good an opportunity to miss.

With Phil and Mark's backing, I snapped up both offers as they present the ideal chance to network and showcase IIS to a wider audience. We have a very high profile industry speaker in mind and Mark is currently on the case.

Bookings for the 12 November evening, co-hosted by the UoB and the CIPD, will be open nearer the time.

Meanwhile, I can reveal that the guest speaker will be Lembit Opik, appropriately enough on the topic of 'Managing Mavericks'. I'll let you know if the Cheeky Girls decide to drop in too!



Finally, if you would like to join us on 2 September for Janie van Hool's Personal Impact seminar, please remember to book your place before Wednesday if you haven't done so already. Janie will be sharing those all-important secrets of how to make your impact and communicate confidently and effectively in any situation, whether face to face or over the phone. I've had a sneak preview of the session handouts and can guarantee that we are in for a fun, interactive as well as useful session!

Although our website shows this event as fully booked, don't worry as further places will be available for online booking sometime during Monday, once we have updated our system.

Have a good week.



August	September	October	November
<i>Minimal bookings due to availability</i>	<i>Add Notes</i>	<i>Add Notes</i>	
1 Sa	1 Tu	1 Th Diversity training CR	1 Su
2 Su	2 We Personal Impact - CR	2 Fr	2 Mo London FP Sympos'm
3 Mo	3 Th Council reports deadline	3 Sa	3 Tu CDM JH?
4 Tu	4 Fr STRATEGY GROUP GJ	4 Su	4 We News d'line/Careers Fair
5 We Lewes walk (1) GJ	5 Sa	5 Mo	5 Th
6 Th Lewes walk (2) GJ	6 Su	6 Tu	6 Fr
7 Fr	7 Mo	7 We	7 Sa
8 Sa	8 Tu	8 Th IIS/NDII Jt CPD Conference	8 Su
9 Su	9 We PROGRAMME PB	9 Fr	9 Mo
10 Mo	10 Th CPD Conf mtg PB/SS/ZT	10 Sa	10 Tu Annual Charity Quiz IS
11 Tu	11 Fr	11 Su	11 We
12 We	12 Sa	12 Mo CII Written Exams	12 Th Jt Network Event Btn Uni
13 Th	13 Su	13 Tu CII Exams & PFS Conf	13 Fr
14 Fr	14 Mo	14 We CII Written Exams	14 Sa
15 Sa	15 Tu PFS AGM London	15 Th	15 Su
16 Su	16 We	16 Fr	16 Mo
17 Mo	17 Th COUNCIL ML	17 Sa	17 Tu FS Sales Skills(breakfast)S
18 Tu	18 Fr	18 Su	18 We Council reports deadline
19 We	19 Sa	19 Mo	19 Th
20 Th	20 Su	20 Tu	20 Fr
21 Fr	21 Mo	21 We Red. the Cost of Error SS	21 Sa
22 Sa	22 Tu	22 Th	22 Su
23 Su	23 We Diversity training CR	23 Fr	23 Mo PROGRAMME PB
24 Mo Champions deadline PZ	24 Th	24 Sa	24 Tu
25 Tu	25 Fr	25 Su	25 We Writing to express SS
26 We	26 Sa	26 Mo	26 Th
27 Th	27 Su	27 Tu	27 Fr STRATEGY GROUP?GJ
28 Fr CSR/MYA deadlines	28 Mo	28 We	28 Sa
29 Sa	29 Tu Professional Indemnity GJ	29 Th	29 Su
30 Su	30 We AF3 study day RC/SS	30 Fr	30 Mo
31 Mo August Bank Hol.	& MYA deadline	31 Sa	