



President's Round Up – Mark Longford

Simply Sussex

We hope you like our new title as we engage with all our members weekly over the web.

Many readers attended the Personal impact session suggested by Charlotte Roch. Janie van Hool lived up to her reputation by energising the audience and providing practical guidance on how to make our voices heard in meetings and presentations. Thank you Charlotte and Susan for organising and Zoe and Chris for your help with administration on the night.

We saw many new faces and Pauline was busy recruiting more volunteers to become Company Champions. The web and newsletters help us to reach out but there is nothing better than personal contact, such as spreading the word in local companies, possibly over coffee machine conversations and networking. A big win for the Membership Engagement team and it shows how our teams can spot and seize opportunities to help each other to achieve great results.

Paula was delighted to receive a call from Joe Perry this week, volunteering to join the Dinner team. Joe and his fellow Company Champions will be amongst the first to receive details of our exciting plans to celebrate our inaugural year. Party on!

On Friday the Strategy group met to plan core activities reaching into 2016 and also to finalise our submission for the review (that influences the grant we receive from the CII).

We have scored 'Excellent' in virtually every area of our activity led by Graham last year. We discussed the plans we are currently implementing and will work with Victoria to give formal feedback on the CII's measurement criteria that appear to work against us. Our message was that the current grant assessment method will impede our ability to deliver high quality services from 2016. Victoria assured the team that we are a highly respected local institute within the CII network.



Thank you to our growing team of Company Champions led by Pauline Zahoui

Aspect8	Claire Walsh
Aviva , Worthing	Charlotte Perry
Bennett Christmas	Paul Brayne
First Central	Christina Thayre
Grovelands	Mark Newey
Legal & General	Darren Buckley
Marsh	Kay MacNaughton
Navigators & General	David Boghurst
NSure	Phil Bristow
RSA	Sarah Sansom & Nick Turner
Sutton Winson	Joe Perry
Unum	Pauline Zahoui
Zenith	Cathy Dee

Can you help? There is room for more so please contact Pauline (pauline.zahoui@unum.co.uk)

We have offered to help Victoria and her colleagues to review the current system.



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

Lights, Camera, Action!



Prepare first, decide how I want my audience to feel; and look, think and act confidently even before the very start, ready for the off! These were the strong messages I took away from Janie van Hool's fantastic seminar last Wednesday.

I was one of the 43 privileged people with whom Janie shared the secrets of Personal Impact, during her highly interactive and fun 90 minute session. The practical exercises were insightful and effective as well as entertaining, making great ice-breakers with new people. There were some real surprises, not least the suggestion of throwing in a 30 second pause to engage your audience and heighten effect.

Plus the startling reminder that whenever our voices are on active service - not just the obvious times when giving presentations, leading meetings or networking informally - we are on-going communications role models, unless addressing monologues to the flowerbeds! Hopefully after Janie's great tips, this is now an aspirational challenge rather than a scary thought!

Janie's **Volume, Articulation, Pitch, Emphasis and Rate (VAPER)** check list is perfect for remembering the key points, which work just as well over the phone as for face to face communications. I see an opportunity for Janie to reach out and market her training services to rail operators, judging by the conductor's poor tannoy announcements on last Wednesday's train journey home!

I was not the only person who came away from Janie's seminar fired up, more aware of others' needs and ready to try out what I'd learnt, also the confidence to add my own personal touches. To make sure I don't forget, do give me a friendly tap on the shoulder if you ever spot me slouching or mumbling to the floor.....!

Finally, a very big thank you to everybody who has sent me their council meeting inputs. I'm just awaiting the last few now and my alter-ego, Nagalot, will be catching up with those individuals privately! I feel quite exhilarated on reading the inputs - proof that we are a dynamic and vibrant institute and there is a definite buzz all round. CSR led by Charlotte Roch, may be our newest team but it has certainly hit the ground running, with its plans, organisation and efficient reporting. I'm sure Charlotte will share some of CSR's exciting initiatives in a future newsletter edition.

Best wishes as always.



September	October	November	December	January
Add Notes	Add Notes		<i>Minimal bookings due to availability</i>	Add Notes
1 Tu	1 Th Diversity training CR	1 Su	1 Tu COUNCIL RC to run	1 Fr New Year's Day
2 We Personal Impact - CR	2 Fr	2 Mo London FP Sympos'm	2 We	2 Sa
3 Th Council reports deadline	3 Sa	3 Tu CDM JH?	3 Th	3 Su
4 Fr STRATEGY GROUP GJ	4 Su	4 We News d'line/Careers Fair	4 Fr Christmas lunch? SS	4 Mo
5 Sa	5 Mo	5 Th	5 Sa	5 Tu
6 Su	6 Tu	6 Fr	6 Su	6 We
7 Mo	7 We	7 Sa	7 Mo	7 Th
8 Tu	8 Th IIS/NDII Jt CPD Conference	8 Su	8 Tu	8 Fr
9 We PROGRAMME PB	9 Fr	9 Mo	9 We	9 Sa
10 Th CPD Conf mtg PB/SS/ZT	10 Sa	10 Tu Annual Charity Quiz IS	10 Th	10 Su
11 Fr	11 Su	11 We	11 Fr	11 Mo
12 Sa	12 Mo CII Written Exams	12 Th Jt Network Event Btn Uni	12 Sa	12 Tu
13 Su	13 Tu CII Exams & PFS Conf	13 Fr	13 Su	13 We Insurance Act talk? PB
14 Mo	14 We CII Written Exams	14 Sa	14 Mo	14 Th
15 Tu PFS AGM London	15 Th	15 Su	15 Tu	15 Fr
16 We	16 Fr	16 Mo	16 We	16 Sa
17 Th COUNCIL ML	17 Sa	17 Tu FS Sales Skills(breakfast)S	17 Th	17 Su
18 Fr	18 Su	18 We Council reports deadline	18 Fr	18 Mo
19 Sa	19 Mo	19 Th	19 Sa	19 Tu
20 Su	20 Tu	20 Fr	20 Su	20 We Donoghue V Stephenson
21 Mo	21 We Red. the Cost of Error SS	21 Sa	21 Mo	21 Th
22 Tu	22 Th	22 Su	22 Tu	22 Fr
23 We Diversity training CR	23 Fr	23 Mo PROGRAMME PB	23 We	23 Sa
24 Th	24 Sa	24 Tu	24 Th	24 Su
25 Fr	25 Su	25 We Writing to express SS	25 Fr Christmas Day	25 Mo
26 Sa	26 Mo	26 Th	26 Sa Boxing Day	26 Tu
27 Su	27 Tu	27 Fr STRATEGY GROUP?GJ	27 Su	27 We
28 Mo	28 We Sussex Seniors	28 Sa	28 Mo B/H	28 Th
29 Tu Professional Indemnity GJ	29 Th R08 revision 1/2 day	29 Su	29 Tu	29 Fr ANNUAL DINNER
30 We AF3 Revision day RC/SS & MYA deadline	30 Fr	30 Mo	30 We	30 Sa
	31 Sa		31 Th	31 Su