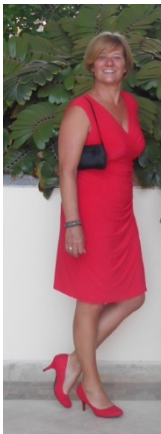




President's Round Up – Mark Longford Dinner will be served in 10 Weeks!

Time is flying by and I have some exciting news to share. We have already out sold the 2015 Annual Dinner and have only 10 tickets left for January 2016!

In recognition of the impact that our **2020 Team** has had in regenerating our institute, we have set a limit of **202** tickets this year. The team suggested we changed our name to 'Sussex' so it is fitting that our celebration party now has this connection.



Paula is leading the Dinner team for the first time this year as Colin passes on his knowledge and tips. There is a lot of pressure and planning started just after January's event. Council members chose to make the 2016 Dinner a celebration of our inaugural year as 'Sussex'. The President is traditionally asked for any special requests. So when I met with Paula and Colin in March, we discussed a range of ideas, considered feedback and we came up with an ambitious plan for a party. Thanks to everyone's support to sell tickets, Paula and Colin can now use the next 10 weeks to make preparations for our very special occasion.



We are always extremely grateful to those companies that support us by buying tables. This year we have also been able to reach out to a wider audience through our new network of Company Champions, Sussex Seniors, our refreshed website and Twitter. We have also encouraged more Council members to attend by introducing a concessionary price.

The Annual Dinner has an important part to play in our Grant Assessment. Simply, it must be self-funding (or our grant suffers) and so alongside our income from ticket sales, we welcome the contribution made by our Sponsors and are confident that this will be an occasion that will support their business goals.

We already have much to celebrate in January but work must go on! The Strategy Group is meeting shortly to review Finance, Programme, CSR and succession plans to ensure we continue moving forward and delivering for our members.



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

Cerebral challenges and mavericks!

This week's two events have been fun and a welcome breather before starting preparations for the forthcoming Strategy Group and Council meetings.

Our Annual Charity Quiz took place last Tuesday, with 15 teams pitting their knowledge against each other. Questions ranged from very recent news, with answers which were frustratingly almost but not quite on the tip of



everyone's tongues, to some intriguing ones about charities. The latter was a new subject round introduced for the first time this year by our CSR group, with questions devised and presented by Charlotte Penson. The charity questions and answers are on the last page of *Simply*, so why not try these yourself, see how you get on and learn a little about the charity sector?

No surprises that the sports section produced the highest scores. I'd been hoping valiantly for an arts round to pick up lost marks, but sadly this was not the year for culture vultures! Ian – please could I drop a big hint for music, literature, art and film questions for 2016!

Most of us made a few random guesses during the evening, some more successful than others. I loved the ingenuity of one team's answer, 'Can't tell you or I would have to shoot you!' to hide extreme desperation. Mentioning no names of course, but I know who you are and have your sheet on camera to prove it.....!

As usual, there was tense anticipation when Ian updated the leader board at the end of every round. Last year's winners, the Old LAGS, got off to a good start but finally finished in third place. The clear victors were the Young NAGS (Navigators & General), with the Unusual Suspects as Runners Up. Congratulations to both teams, pictured below with their trophies. As you can see, Mark was one of the Young NAGS with Isabelle, David and Henry, and he is still very excited about his team's result, albeit natural modesty prevented him from announcing this in President's Round-Up!

Annual Charity Quiz Winners 2015



1st The Young NAGs

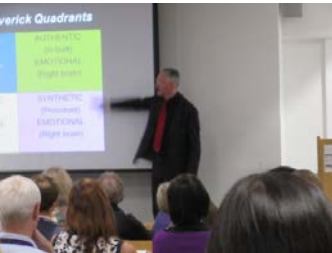


2nd The Unusual Suspects

We were delighted to raise a total of £384.47 for the Shoreham Air Show Fund. Even better still, £254.00 of this is gift-aided, so boosted by £63.50 from the tax man, this will make a final figure of £447.97. What an achievement for our CSR team and a fantastic result for this deserving local cause! Many thanks to Ian Sadler and Charlotte Penson for setting the questions and hosting such an entertaining evening for us. We all look forward to next year's charity quiz with eager anticipation - let's try and raise even more money next time!



On Thursday evening, several of us attended the Professional Associations Networking event, hosted jointly by the University of Brighton Business School and the CIPD. Lembit Opik was the guest speaker and he delivered a fascinating presentation on 'Managing Mavericks', including insights into why mavericks think as they do, and how to get the best from them in the workplace. It was an interactive, enjoyable and lively session.



As somebody who does not follow the herd, I could relate to it very strongly and felt I was on home ground. No surprise appearance from The Cheeky Girls although Lembit talked a little about his personal experiences of several politicians who were mavericks in their own ways.

There is still time if you would like to join us at Haywards Heath on Tuesday morning for **'How to build instant trust with your clients'**. If you are involved in selling insurance or financial services products of any kind, this free two hour seminar from renowned keynote speaker, business coach and author, Bernie De Souza, is not be missed! Just visit our website for further details and to reserve your place.

Finally, I plan to collate the Council meeting pack next weekend, ahead of our meeting on 1 December. If you are due to provide any inputs, please could you send these to me by close of business on Friday 20 November. I will be sending a separate email to Council members with the form template very shortly. Thank you for your help.

Best wishes as always.



November	December	January	February	March
	<i>Minimal bookings due to availability</i>		<i>AMM Review date tba</i>	
1 Su	1 Tu COUNCIL RC to run	1 Fr New Year's Day	1 Mo	1 Tu 2xNetworking SS
2 Mo London FP Sympos'm	2 We	2 Sa	2 Tu Info gathering skills SS	2 We
3 Tu CDM JH	3 Th	3 Su	3 We	3 Th Council reports deadline
4 We News d'line/Seniors	4 Fr Christmas lunch SS	4 Mo	4 Th	4 Fr
5 Th	5 Sa	5 Tu	5 Fr	5 Sa
6 Fr	6 Su	6 We	6 Sa	6 Su
7 Sa	7 Mo	7 Th	7 Su	7 Mo
8 Su	8 Tu	8 Fr	8 Mo	8 Tu
9 Mo	9 We	9 Sa	9 Tu	9 We CPD TBA?
10 Tu Annual Charity Quiz IS	10 Th	10 Su	10 We Clandon fire talk ML	10 Th
11 We	11 Fr	11 Mo	11 Th	11 Fr STRATEGY GROUP?GJ
12 Th Jt Network Event Btn Uni	12 Sa	12 Tu	12 Fr	12 Sa
13 Fr	13 Su	13 We	13 Sa	13 Su
14 Sa	14 Mo	14 Th	14 Su	14 Mo
15 Su	15 Tu	15 Fr	15 Mo PROGRAMME PB	15 Tu
16 Mo	16 We	16 Sa	16 Tu	16 We
17 Tu FS Sales Skills (breakfast)S	17 Th	17 Su	17 We	17 Th COUNCIL ML
18 We	18 Fr	18 Mo	18 Th	18 Fr
19 Th Rep Council	19 Sa	19 Tu	19 Fr	19 Sa
20 Fr Council reports deadline	20 Su	20 We Donoghue V Stephenson	20 Sa	20 Su
21 Sa	21 Mo	21 Th	21 Su	21 Mo
22 Su	22 Tu	22 Fr	22 Mo	22 Tu
23 Mo STRATEGY GROUP GJ	23 We	23 Sa	23 Tu	23 We
24 Tu	24 Th	24 Su	24 We	24 Th
25 We Writing to express SS	25 Fr Christmas Day	25 Mo	25 Th	25 Fr Good Friday
26 Th	26 Sa Boxing Day	26 Tu Insurance Act talk PB	26 Fr Review IIS H&S policy (SS)	26 Sa
27 Fr	27 Su	27 We	27 Sa	27 Su
28 Sa	28 Mo B/H	28 Th	28 Su	28 Mo Easter Monday
29 Su	29 Tu	29 Fr ANNUAL DINNER	29 Mo	29 Tu
30 Mo	30 We	30 Sa		30 We
	31 Th	31 Su		31 Th



The following are the Questions with Answers to the Annual Quiz Charity Round. Well done and thank you to Charlotte Penson of the CSR team for setting and asking the questions. Have a go and see if some of the answers surprise you!

- Q1.** In what year was the hit Band Aid charity single 'Do they know it's Christmas' first released?
- Q2.** Thomas John Barnardo founded Barnardo's children's charity in the East End of London in 1866. The aim was to educate and care for children who had been left orphaned by a recent outbreak of what?
- Q3.** Who is the Patron for the Dogs Trust?
- Q4.** Comic Relief has launched many types of noses to date. One memorable nose was 'The invasion of the Comic Tomatoes' over 3 million of these noses were bought across the UK. What year was 'The invasion of the comic tomato'?
- Q5.** Put the following Charities in order for amount of income received for the tax year ending 2014, starting with the highest first- Dogs Trust; Cancer Research UK; British Heart Foundation; NSPCC; Royal National Lifeboat Institution.
- Q6.** Children in Need have released a charity single since the first official song was released in 1986. Since this date, how many Children In Need singles have reached number 1 in the UK charts?
- Q7.** Which charity is the official partner of the 2016 London Marathon?
- Q8.** What is the name of the largest charity in the UK?
- Q9.** What is a CIO?
- Q10.** Who is the Patron Saint of Charity?

Answers

- Q1.** 1984
- Q2.** Cholera -infection of the small intestine
- Q3.** Her Majesty the Queen
- Q4.** 1993
- Q5.**
1. Cancer Research (Accounts for 31st March 2014 £665,410,600)
 2. British Heart Foundation (Accounts for 31st March 2014 £275,100,000)
 3. Royal National Lifeboat Institution (Accounts for 31st December 2014 £190,016,265)
 4. NSPCC (Accounts for 31st March 2014 £125,877,000)
 5. Dogs Trust (Accounts for 31st December 2014 £84,743,000)
- Q6.** 6
- Q7.** NSPCC
- Q8.** The Lloyds Register Foundation with over £1 billion income
- Q9.** Charity Incorporated Organization (saves charities registering with Charity Commission and Companies House)
- Q10.** St Vincent de Paul