



President's Round Up – Mark Longford On Course for the AGM (27 April 2016)



We will be holding our AGM in 6 weeks. How time flies! The election of 2016-17 officers is a democratic process and each of our 2200 or so members is entitled to stand for a council role.

Richard Cohen, my Deputy, will stand as President and has the unanimous support of council members from our meeting in December. This has enabled us to plan for a smooth transition but it does not undermine the show of hands – your vote at the AGM is what counts. Victoria Rees-Price, our CII Regional Membership Manager, will join us and I will ask her to reflect on our first year as Sussex.

This year we are enhancing another tradition, 'The President's Evening'. In the past this has been an evening of celebration for the current President to share with his team and our members. The subtle change will be to make it 'The **Sussex** Presidents' Evening' held following the AGM, enabling both the new and retiring Presidents to host drinks and a buffet following the elections. We hope many of our readers will be able to join us.

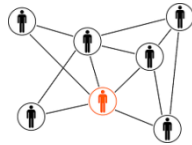
My own position is slightly unusual in that I took early retirement this year and I live in the Greater London area. I will therefore take on less responsibility in the coming year but I have asked if I may join the Community team led by Charlotte Penson, as this is something I feel particularly passionate about.

On Monday I was invited to Aldermanbury to meet Sian Fisher, the CII's new CEO. Sian's predecessor, Dr Sandy Scott, was with her when I arrived and I was very proud when Sandy offered some very flattering words about our Sussex team. During our meeting, we discussed many highlights of the year and the new talent we have discovered, nurtured and released. I spoke of the high quality and number of events the Programme team has run, the website and Simply Sussex and also the success of the Member Engagement team's initiatives. Sian applauded all these initiatives and went on to offer ideas for the Community team. Amongst these were support for Inclusion and Diversity, Mentoring and outreach to schools. I came away with a list of new connections and pride that Sussex is a role model for Local Institutes in the 21st Century.





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



Let's connect!

Last Tuesday, we welcomed Lara Squires to Worthing in the morning and Eastbourne in the evening, to share her wealth of experience in Networking 101. The seminars were full of useful tips, with something relevant for everybody, whether seasoned networkers or total beginners. Even better, most of the advice could also be applied to business gatherings in general and not just organised networking events.

Lara quickly dispelled the myth that networking is selling. Instead, it's about finding opportunities, solutions and people who can help, making friends and connections, growing your knowledge and even having fun. The secrets are thorough preparation and playing to your strengths by picking the events best suited to your body clock, financial and time budgets and the types of people you want to meet.

For me, the key message was the elevator pitch – just 60 seconds to make an impression and describe the benefits and uniqueness of one's offering. Think of it like speed dating for the business world! As IIS Secretary and Programme Coordinator, this means I'd only have a paltry 60 seconds to wow you with the infinite advantages of being a CII/ IIS member and how much you can gain from engaging with us.....!

No two audiences are the same and as somebody who attended both sessions, it was fascinating to watch how each group responded slightly differently to the same core content and questions. However when Lara asked whether delegates were morning or night people, both sessions contained considerably more larks than night owls. As a life-long owl, I appreciate the difficulties of working against one's body clock and rely heavily on my caffeine hit to get through breakfast meetings!



The Worthing session was hosted by Nsure – thanks to Phil Bristow and Graeme Jenkins for facilitating. Despite the early hour, the audience was alert and ready to share experiences and questions, energised by Lara's enthusiasm.

Simply Sussex

8 March 2016

No.43

Most of our evening audience were from Ansvr, who were hosting. Thanks to James Manning for making the venue arrangements. From the feedback forms, I was thrilled to learn that several of the delegates discovered about the seminar from posters displayed around the building or from an internal email sent by one of our Company Champions. Result! Thanks very much to Sarah Turner and Jasper Dardashti, our Ansvr Company Champions, for their hard work in promoting this event, and to Nigel for his clear and effective posters.



Congratulations too to Sarah on passing the last exam for her Dip CII. What perfect timing in view of her imminent maternity leave!

LinkedIn


Latest News!

We have just hit our first century today with 100 connections. Onwards and upwards to our next century now.

Have **you** connected with us yet?

Best wishes.

www.sussexcii.org.uk

 @sussex_cii

 Sussex CII (IIS)





March		April		May		June	
				<i>CSR Fraud talk? May or June</i>		<i>CSR Fraud talk? EU election</i>	
<i>meeting with David Irvine & Dev Review?</i>							
1 Tu	2xNetworking SS	1 Fr		1 Su		1 We	
2 We		2 Sa		2 Mo	May Bank Holiday	2 Th	
3 Th		3 Su		3 Tu		3 Fr	
4 Fr		4 Mo		4 We		4 Sa	
5 Sa		5 Tu	Eastbourne Pier fire AF	5 Th		5 Su	
6 Su		6 We		6 Fr		6 Mo	
7 Mo	Council repts deadline	7 Th		7 Sa		7 Tu	
8 Tu		8 Fr		8 Su		8 We	
9 We	Jt Conf mtg PB/SS/Jones	9 Sa		9 Mo		9 Th	
10 Th	Kent Conference	10 Su		10 Tu		10 Fr	
11 Fr	STRATEGY GROUPGJ	11 Mo	CII Written Exams	11 We		11 Sa	
12 Sa		12 Tu	CII Written & PFS Q2	12 Th		12 Su	
13 Su		13 We	CII Written Exams	13 Fr		13 Mo	
14 Mo		14 Th		14 Sa		14 Tu	
15 Tu		15 Fr		15 Su		15 We	
16 We		16 Sa		16 Mo		16 Th	
17 Th	COUNCIL ML	17 Su		17 Tu		17 Fr	
18 Fr		18 Mo		18 We	CII NC2016	18 Sa	
19 Sa		19 Tu		19 Th	Jt Network Event Btn U	19 Su	
20 Su		20 We		20 Fr		20 Mo	
21 Mo	PROGRAMME PB	21 Th	Structural defects PB	21 Sa		21 Tu	
22 Tu		22 Fr		22 Su		22 We	
23 We		23 Sa		23 Mo		23 Th	EU REFERENDUM
24 Th		24 Su		24 Tu		24 Fr	
25 Fr	Good Friday	25 Mo		25 We		25 Sa	
26 Sa		26 Tu		26 Th		26 Su	
27 Su		27 We	AGM/Presidents' Eveni	27 Fr		27 Mo	
28 Mo	Easter Monday	28 Th		28 Sa		28 Tu	
29 Tu		29 Fr		29 Su		29 We	PFS Q3 Conf
30 We	AGM Itr deadline ML/SS	30 Sa		30 Mo	Spring Bank Holiday	30 Th	
31 Th		Network News deadline 2 May		31 Tu			