

PBE Zoom Meeting Minutes 24-02-2021

Present: 28 people this time.

This week's Zoom meeting.

60 Seconds from everyone:

60 seconds from each of us, seeing how we've got on the past week and also how we can help each other in business and any other way.

Marc Smith – GHS Group

Currently have an offer for ATAG boilers with a 14 year warranty!!! 14 years!! Great deals. Speak to Marc for more.

Sheryl Andrews – Step by Step Listening

Help people do more of what they love. Ditch the critics. Helping people understand what sort of listening they need to get them through their decision. Change is easy with the right kind of listening.

Chris Dickinson – WorldPay

Looking to meet people who Chris can recommend to his clients in the local area. If you want to chat to Chris, then please get in touch.

Mark Taylor – FSB and Aspire Electronics Ltd

Aspire Electronics – one of Mark's products is a spray gun as well as many other electronic devices and products.

FSB help and support their members in business giving advice and providing essential support.

Stewart Dunne – eDivert Chichester

Specialise in UK answer services and web live chat. Stewart can take the strain away from answering your calls!

Fiona Heath – funeral Celebrant

A celebrant can run your service for you. They can as well as other, run child deaths as well as suspicious deaths, which is one that Fiona carried out last week. The service went fantastic and Fiona received a lovely glowing testimonial.

Bernie Rainer-Guy – Cloud IT support and events management

Supply events to business conferences and all the way up to large festivals!

Jane Mott – Hair and Makeup

Based on the IOW. Jane is running a makeup master class!

Sandra Spuling – Business Sales or Bust

Business Transfer Agent. Sandra help you sell your business. Including talking to all the potential buyers, interviewing them, etc.

Cynthia Moore – entrepreneur

Imagine you're on a hot air balloon ride. You get in to the basket and all you can see is the country park you're taking off from. As you take off, you can see more and more, and your perspective changes and gets bigger! That's what Cynthia does with her clients.

Deborah Payne – Trauma Therapist

Helps remove the trauma out of your life. Had a real break through last week from a client who had suffered childhood sexual abuse. It's worked fantastic for the client and has removed the painful memories.

Patricia Wakeford – Enable Law

Helps people who have suffered an injury from a medical procedure. They come to Patricia when a client hasn't had the answers from the medical staff. Patricia helps them get answers and to move forwards.

Chris Hutber – Potential Group

Based in Gosport. Short term rental for laptops, tablets, etc.

Another arm of the business is branded charging points.

Nano Spike – anti microbial protection, which is coatings, air purifiers, and treated masks.

Simon Brand – Enhancico Ltd

Small business coach. Helps clients with a practical “numbers” point of view. What are the numbers in the business telling you and how can we improve them.

Matt Valentine – Pink Fin Ltd Websites

Your website is more important to you than ever at the moment. Online business has increased by over 100% in the last 12 months for most retailers. If you want to learn more about how I can help your business, let’s have a chat!

Sandie Doyle – Trauma and Anxiety Specialist

Sandie can work blindly with you and help remove your anxiety with a treatment called BLAST. Sandie is recently starting to work with people that have had COVID and have been in very stressful situations, realising what’s happening around them and hearing upsetting conversations.

Ali Dolphin – McGinn and Dolphin.

Digital marketing, providing high quality websites, as well as all your online and digital marketing activities. Currently helping clients who want to reengage with their clients on mailchimp.

Dianne Gill – Sage House and Dementia Support

Helps people and their families who have dementia. If you know anyone who would like some support then please get in touch and Dianne can help. It’s all free support.

Melanie Griffiths – Movement Junkie

Does all kinds of dance classes. Helping people move and get fit. Specifically helps people who say they can’t dance!

Chris Handley – Anchor Insurance

General insurance brokers, helping all private insurance, commercial insurance. Pretty much any kind of insurance. Chris is more than happy to help guide you to the right insurance. Currently helping landlords with their property insurance needs. Chris Handley, your friendly Insurance Broker!

Stu Radcliffe – Wintercomms

Your team can be anywhere and still talk to your customers and talk to all your staff. You can give your staff a better work/life balance. Looking to speak to businesses looking to bring their staff together.!

Emma Weatherstone – FSB

Running a meeting tomorrow at FSB called Maximise your Membership. It's for all members and also non-members of FSB. Plenty of free meetings going on in March. They have some really useful information.

John Pearson – CDI Limited

IT company specialising in cabling, data fibre backbones and also IT support. Recently quite a lot of the work has been for installing fibre for clients including schools.

Omar Lakhssassi – University of Portsmouth

Helps your employees get degrees whilst working through degree apprenticeships.

Carol Gouveia – Trec Consultancy - Business Consultancy Services

Looks at what your clients actually want compared to what you think they want. Carol specialises in researching your markets and business planning, setting your business strategies.

Lincoln Noel – The Music Maestro

Specialises in creating memorative music telegrams for all sorts of special occasions. Mother's Day is coming up people!! Can play your favourite tunes for you and your loved ones!

Claire Johnson – Bluebell Admin Services

Can help you with all your admin as well as website updating. If you want to concentrate on your business whilst Claire does all the jobs you keep putting off!

Penny Plimmer – JAPICS Photographic

Advertising and corporate photographers. Studio based in Horndean. Recently Penny's been doing a lot of headshots!

10 Minutes from Sheryl Andrews from Step by Step Listening

Why do we say one thing and then say another!

Sheryl is a listening detective with a vast background where listening is a key skill.

What has Sheryl noticed in the last 12 years whilst being a listening detective. What has worked and what hasn't.

Purpose

People who understood the purpose of what they were going to do. What the impact was, how it would impact people and the environment around them.

Make sure the purpose and decision includes yourself! It doesn't include you, then it can fail and you won't achieve what you want to achieve.

Process

You know you want to be healthier, fitter and financially more successful, but don't know the process of how to do it. It's important that you work out the steps you need to take to get there.

Recognise who you are and how you do things. Listen to yourself.

Progress

People who do what they're going to do. People who know how to measure their progress, know where they need to get to and can look back at where they've come from.

People who don't know how to measure and look at their progress will not be able to get on.

Patterns

To get to know yourself you get to know your pattern. Most people know their patterns that go wrong.

If you can start to know your patterns and what goes well, you can concentrate on these

Party

Have a party of people who know how things are really going. People you can trust and tell them truly how things are going on with you. It's important to have these people around you and can say how things are going on in your world.

Get your party to know what to ask you in order to help you get back from your worst. "what would you like to have happen?" for example.

Pause

When people get stuck, they often see that as a waste of time, waste of a day, etc. Rest is important, you need to learn to pause.

People have different kinds of rest. Sometimes doing other things is a way to rest.

If you're a doer and you're having problems, maybe it is because you are just tired and you need to stop and recharge.

Push

Sometimes the only way to get things done is to push through the uncomfortable parts to get to what you want. Whenever change is happening, there's always going to be an uncomfortable part. Too many people wait until they feel comfortable, when actually the comfortable bit is on the other side of the uncomfortable part.

60 Seconds Winner for this week. Emma Weatherstone is the judge and Emma has chosen Melanie!!!

Next week's meeting:

Get booked on now 😊 <https://www.portsmouthbusinessexchange.co.uk/pbeonline/>

Please look to invite people 😊. Everyone must book on here though please:
<https://www.portsmouthbusinessexchange.co.uk/pbeonline/>