



Brentwood Chamber of Commerce Newsletter

July 2009

www.brentwoodchambers.co.uk

Dear Member

This month we held another highly successful **Summer Barbeque** event, in conjunction with



the Federation of Small Businesses and the Town Centre Partnership. Over 100 people attended and our picture shows some of them enjoying

the balmy weather on the splendid terraces of the BT London Road building.

Hosted by BT General Manager, Nick Abbot, a panel of speakers took part in a Q & A session before the barbeque itself was served. The new Leader of Brentwood Council Cllr Louise McKinlay, was joined by Cllr Mark Reed of Brentwood Theatre, the Regional Chairman of FSB Iain Wicks, and Chairman of Chamber Roger Kelsey. Phoenix FM were also there.

Roger, who owns Kelsey Butchers in Shenfield, sponsored and supplied the barbeque meat. Everyone agreed that his steaks, sausages and burgers were first class and complemented the accompanying jacket potatoes and salads supplied by BT and the wines by Drinks of France.

Most of the questions centred on the disruptions currently being caused in Brentwood high street. Everyones understands

that some inconvenience is inevitable ("no pain without gain") while the high street is transformed into a classy modern town centre.

However, the concern being expressed was about how businesses in the town centre, especially the smaller shops, can survive the



period until the work is completed at the end of this year. The Leader responded by saying that she and indeed the whole of the Council were aware of the difficulties and hoped to be in a position soon to announce some measures to help ease the situation.

If you haven't been to a Chamber networking event for some time, or have perhaps never been, do give them a try. They offer a very good opportunity to promote your business.

The Newsletter is taking a short summer break so will not be published in August. But we will be back again in September. If you have any news about your business which you would like to share, let us know and we can feature you in a future Newsletter. If you are holidaying in August, I hope you have an enjoyable time and that the weather holds for you.

Mike Hawkins
Executive Secretary

This month's Newsletter has been sponsored by:

ENGLEMAN WILL WRITING SERVICES

Licensed Legal Consultant

Member of the Institute of Professional Will Writers

Member of the Society of Will Writers



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New Chamber member Martin Engleman is a professional Will Writer & Estate Planner, and is a qualified member of both the Institute of Professional Will Writers and the Society of Will Writers.

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Having once given a presentation on Retirement Planning to over 100 retiring Inland Revenue tax inspectors, he is not averse to giving talks on Wills and Probate to any organization that wishes to add the topic to its Employee Benefits programme, and will give individual advice to staff.

He is also a Business Adviser, and is prepared to carry out cash flow projections for firms requiring working capital finance.

Martin started his career in the Financial Services industry in 1967 as a Management Accountant in various City companies, implementing VAT and computerised sales ledger accounting systems, and also held Company Secretaryship duties.

In 1979 he became a Financial Consultant, advising individuals and companies on investments, pensions, life assurance, health products, mortgages and Inheritance Tax planning. In the 1970s, as an authorised Independent Financial Adviser, he ran his own mortgage brokerage. He also carried out cash flow projections for firms requiring working capital finance.

He has advanced qualifications in financial planning and mortgages, and has a variety of industry experience in financial project management, Financial Services Authority pension review management, financial services industry training and compliance, systems development, financial research, paraplanning and report-writing.

More recently he spent 4 years as an Adjudicator with the Financial Ombudsman Service, specialising in assessment of endowment complaints.

He is married, with three children and 5 grandchildren.

His hobbies are table-tennis, gardening, cryptic crosswords and sudoku, and he is fluent in French & Spanish, with once-fluent German and Italian now rusty. A regular visitor to Madeira, Portuguese is scheduled for evening school in September 2009. He has also been known to offer wedding photography to close friends and business colleagues.....

- ***If the reader identifies with any of the points in the extract from the Institute of Will Writers, Martin can be contacted as below:-***

Why make a Will?.....

Everyone knows what a Will is - most people agree that they need one but not everyone knows why they should make one without delay. Many assume, quite wrongly, that all their property will automatically pass to their spouse

- ***If you don't make a Will*** then on your death you will have died intestate. This can be as painful as it sounds for your loved ones, who whilst your affairs are sorted out may suffer financial hardship and distress at a time when they least need it
- ***If you do make a Will*** then the legal process in dealing with your affairs will be easier and much less painful, at a time when your loved ones will need all the help that they can get
- ***If you don't make a Will*** then you will have no control over who will inherit what you own. On an intestacy, who inherits what depends on which of your relatives is alive at your death and how large your estate is. Spouses may not receive everything, and charities, friends and unmarried partners will definitely receive nothing
- ***If you do make a Will*** then you can name the beneficiaries (including charities and friends if you so wish), and you will know with certainty who will inherit from your efforts
- ***If you don't make a Will*** and you are a parent of young children then you will have no control over who looks after them should anything happen to you. In such circumstances, the courts will appoint someone on your behalf - someone that you may not have chosen
- ***If you do make a Will*** then you can appoint guardians of your choice who will look after your children until they reach the age of eighteen
- ***If you don't make a Will*** then your estate may have to pay a charge of Inheritance Tax
- ***If you do make a Will*** you can distribute your assets in such a way that any Inheritance Tax charge is minimized or even removed altogether
- ***If you don't make a Will*** then your family may have to employ professionals to sort out the mess that you leave behind. Their charges could mean that they become significant beneficiaries of your estate
- ***If you do make a Will*** your family will have clear directions on how to deal with your affairs, and may not need to employ (and pay) professionals

**ENGLEMAN WILL WRITING SERVICES, 1 Nesbit Close, Wickford, Essex SS12 0PT;
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Two local law firms merge to become a leading solicitors practice in the area.



Pinney Rogers LLP and Talfourds Solicitors merged on 1st May 2009. The combined firm is called Pinney Talfourd LLP, maintaining the strong reputation each firm has established in the local area. The merger creates a legal practice with seven partners, eight solicitors, a number of experienced executives and legal support staff with a total staff compliment of over fifty with offices in Upminster, Brentwood and Hornchurch.

Managing Partner Philip Cockram said: "We have for some time been looking for a firm and partners who share our vision of providing high quality and effective advice and service on a wide range of legal disciplines, who are looking to develop and expand their practice. We believe we have found such a partner in Talfourds. Our experience and strength in different types of legal work complement each other and we are convinced this will be for the benefit of all our combined clients."

"Our aim is to become the leading law firm for both private and business clients in the area. With the excellent client support both firms have been privileged to receive over the years, we are confident our ambitions will be achieved."

The merger reflects the commitment of both firms to growth and the combined firm will offer greater strength across its practice areas of private client services (probate, wills and inheritance, tax planning), commercial and business affairs (including in particular commercial property and landlord and tenant), civil and commercial disputes (personal injury accident claims and medical negligence), family and property (especially residential development).

As such it is considered that the combined firm will now be able to offer a comprehensive range of legal services to clients both existing and new.

For information please contact **Andrea Marchant, Marketing Assistant, Pinney Talfourd LLP, 01708 229444**
Email andrea.marchant@pinneytalfourd.co.uk

A successful evening event – Coaching Workshop

Brentwood Chambers held our first evening event of the year, organised by Brant Design, on Wednesday 3rd June at the Headley, Warley, Brentwood, and it was voted a resounding success by the attendees!

A hot buffet and networking at 5.30pm was followed by a 90-minute Business Coaching Workshop entitled 'Take My Business Forward!' run by Tina Dulieu, a Business and Executive Coach and the founder of **Coaching Dynamics**. Tina commented 'The Workshop went really well with everyone attending identifying, focusing and developing an area of their business through the coaching process and leaving feeling motivated and inspired with some actions to implement in their business straight away. There were also some fun interactive activities where people found out things about themselves and others! It was a most successful and enjoyable evening.

Through a power point presentation Tina gave a very professional and enjoyable coaching session with tailor-made Workbooks to record the Business Coaching process and outcome. The feedback from the Workshop was most complimentary including:

"I found the Workshop extremely useful. I challenged problems that I had been sweeping under the carpet – I genuinely came out of the Workshop with solutions and ideas that I intend to implement." Quiller Hawkins, Director, Wildfire Phones.

"I worked through a real problem that has been greatly affecting me both personally and professionally lately. I now feel there is a light at the end of the tunnel which I'm working towards." N. Southwell, Director

"I found the Workshop enlightening and very inspirational. I feel more confident that I can achieve my goals and focus on and discuss my strengths to others and prospective clients."

Elaine, Director of a creative agency.

Coaching Dynamics offers 1-2-1 Business and Executive Coaching for Business Owners, Directors and Managers, Management Team Coaching and tailor-made half-day or full-day Executive Coaching Workshops for individual companies. If your business has 5+ staff, Tina can also help you access Government funding of up to £1000 for Management and Leadership Coaching. You can ring Tina directly on **01277 362948** or visit www.coachingdynamics.co.uk for further information on the services of **Coaching Dynamics** or to book a complementary consultation.

Building on the success of this first evening event, Brentwood Chambers hopes to make them a regular feature in our programme of events.

DATES FOR YOUR DIARY

Executive Committee Meeting Dates for 2009 are:

16th July, 17th September ~ Joint with Council, 15th October, 19th November

If you have any issues you want to be raised at an Executive Committee meeting, please contact the Chamber office a week or so before the relevant meeting and we will put it on the agenda

Email: info@brentwoodchambers.co.uk

NETWORKING EVENTS

The next **Breakfast Club** is **Wednesday 15th July**, 7.30 to 8.45am

Future planned dates: 19th August, 16th September, 21st October, 18th November & 16th December

The next **Networking Lunch** is **Thursday 10th September**, 12 noon to 2.00pm
Christmas Lunch 10th December 2009

Venue: The Headley, The Common, Great Warley, Brentwood, CM13 3HS

To book your place and pay online:

<http://www.brantdesignstudio.co.uk/brentwoodchamber.html> or telephone Elaine Othen 01376 564955

*Look out for more information on our
Evening Workshop & Buffet 3rd September 5.30 -7.30pm
Charity Music Quiz 25th September
To book, visit www.brentwoodchambers.co.uk EVENTS*

Sign Off

This month's Newsletter is being sponsored by one of our newer members, Martin Engleman of **Engleman Will Writing Services**. We always welcome sponsors coming forward. At a relatively modest £100 (the cost of colour-copying) **it is a good way to advertise and promote your business**. If you are interested, please get in touch and we will make the arrangements.

As you will see from the events programme above, there is plenty going on, hopefully to suit all tastes. We look forward to seeing you at one or other of our events. But, if networking events do not work particularly well for your business, tell us what we could be doing to help you gain value from your membership of Chamber. Meanwhile, I hope the summer period goes well for you – personally and, of course, in terms of your business.

Mike Hawkins

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