

Presentations:

'Increase your profits by maximizing performance at minimal cost'
And: 'Living at the Core of the Client World'

The Richmond Group of Independent Management Consultants Ltd

Meeting on Saturday 8th May 2010 at the Hilton Cobham Hotel

(Directions to the Hilton Cobham Hotel are given at the end)

AGENDA

09:00 – 09:30	RG Members' Networking	Free time for members to meet with each other over coffee.
09:30 – 09:50	Welcome and introductions	Hedley Basford and Frank Hobson
09:50 – 10:10	28th Annual General Meeting	Visitors are welcome to observe
10:10 – 10:30	David Rigby www.riggours.com	Increase your profits by maximizing performance at minimal cost
10.30 – 11.00	Coffee & Networking	
11.00 – 12.30	John Niland of Success121	'Living at the Core of the Client World' John will discuss business development approaches for independent consultants
12.30 onwards	Members' Notice board	Opportunity for members to promote events and seek support
	Lunch	PLEASE book lunch in advance by e-mail to Wendy Grant
13.00 Onwards	Prospective Members' Forum & Interviews	This gives guests who may wish to join RG an opportunity to obtain more information. Interviews for prospective RG members are also taking place at this time.

The meeting cost for non members is £30 inc. VAT; lunch is £10 inc. VAT for all those having lunch. Please email Wendy Grant (wendy@gtbusinessservices.co.uk) to let her know if you are attending, if you will have guests, and if you will be staying to lunch.

Visitors are always made very welcome. If you don't know a member of the Richmond Group just come along and we will find you a 'buddy' at the meeting.

Before the Coffee Break:

28th Annual General Meeting

At this meeting Hedley Basford, the Chairman for the previous 12 months, hands over to Alan Penson, the Company Secretary, to run the AGM. This takes around 15 to 20 minutes at the end of which the incoming Chairman for the next 12 months takes over and conducts the rest of the meeting.

It had been expected that Chris Edge would be the incoming chairman, having been elected Chairman Elect at the previous AGM. However, Chris has recently been invited to be the next mayor of Merton, assuming his party takes overall control after the council elections on 6th May. This would be a great honour for Chris but as Election Day is just two days before our AGM, Chris recognised that RG could not wait until then to discover whether or not he would be available to become Chairman. To overcome this uncertainty, the good news is that David Peregrine-Jones is willing to stand for election as your Chairman for 2010/11.

'Increase your profits by maximizing performance at minimal cost' – David Rigby

David will discuss how Emotional Intelligence, Neuro Linguistic Programming and Resilience Coaching can improve personal and company productivity. He will illustrate how they have enabled individuals to perform better and companies to improve the bottom line. 'FreeMind' is designed to align staff to company and institutional values whilst developing positive behaviours and increasing productivity. It is a library of training and development recordings that combine advanced life-changing technology and inspiring psychology tools to empower people to bring out the best from themselves, all at a fraction of the cost of individual coaching and group training.

David Rigby is a former member of Richmond Group. He has more than 25 years experience leading business change programmes using his project/programme management, process improvement and coaching skills, gained with financial services divisions of organisations such as Coopers & Lybrand Deloitte (PWC) and CSC Computer Sciences. He runs Riggours (www.riggours.com /07788 425688) from Bath.

He started his career in banking and as a consultant has advised financial services and government organisations in many worldwide locations. Qualified in NLP, business mentoring and life coaching, he uses these skills to lead, influence and support management and develop strong client and stakeholder relationships. These days he spends more time coaching and mentoring with smaller organisations using positive psychology and resilience coaching to enable his clients to break the barriers which have limited the success of themselves and their businesses. David is South West Regional Chairman of the Institute of Business Consulting.

MAIN PRESENTATION *after the Coffee Break:*

'Living at the Core of the Client World' – John Niland

In a harsh, new and unfamiliar consulting climate the challenges of generating new leads and overcoming client-hesitation are more acute than ever. Having a consistent flow of clients year after year remains the no. 1 challenge for most professionals and business-owners. An expert who is selling their time probably has neither the time nor the interest to engage in large-scale marketing. Every marketing activity - even networking - is a distraction from serving clients.

In this talk, John Niland discusses how to reposition ourselves in the centre of the client world so that clients come to us. Contents include:

- Communicating the value proposition
- Being immediately understood by the people we meet
- Providing impressive and useful materials written in the language of our target market
- Knowing with whom to form strategic alliances
- Distinguishing ourselves from our peers
- Making it possible for other people to identify possible clients for us.

John is an acclaimed professional speaker, mentor and writer. Originally from Ireland, He is based in London and Brussels, and works throughout Europe. As a specialist in business-growth for professional firms, John advises on value-centred marketing and sales, effective strategic partnerships, wholehearted productivity and structuring the practice to yield more fees in less time in ways that are sustainable. For more information, see www.success121.com

Future Meetings

Date	Pre-coffee	Main Speaker
Saturday 10th July 2010	Tbc	Tbc
Saturday 11th September 2010	Tbc	Ian Tomlin from Encanvas (Book: Cloud Coffee House)
Saturday 13th November	Tbc	Amy Fetzer (Book: Climb the Green Ladder)

Other Notices and Events:

Richmond Group LinkedIn group

Launched just three weeks ago we already have 122 members – and the number is growing steadily. The purpose of our LinkedIn group is to attract new members to the Richmond Group by publicising our meetings and events, sharing discussion themes that are relevant to independent consultants and their clients, and by promoting other organisations that are linked closely to us. One of the visitors to our evening meeting in London on 12th April came because she had joined our RG LinkedIn group and seen the details of this meeting.

If you are an independent consultant or thinking of becoming so, or are interested in finding out more about who we are and what we do, please join our RG LinkedIn group.

To find the Richmond Group in LinkedIn, select 'Groups' from the drop-down button to the left of the search field located at the top-right corner of the LinkedIn home page. Then search on "Richmond Group" (including the double quotes).

Please address any queries to Hedley Basford at hedley@basford.com (07768 872372).

Richmond Group Evening Meetings

The next Richmond Group evening meeting will be advised shortly

NOTE THAT WE NOW HAVE A NEW VENUE – The Grosvenor Arms in Grosvenor Street, London W1 4PT. It is within easy walking distance of Bond Street and Oxford Circus stations.

St James's Business Forum, (*Barry Tuckwood is a member; any questions please ask him*)

Book events through <http://www.stjamesbusinessforum.co.uk/Events/?event=future>

The Worshipful Company of Management Consultants

Further details from Gia Campari/Ron Cruickshank

Paul Tanner

I'd be happy to talk with anyone about [reducing their energy costs](#) and can demonstrate some relevant techniques.

I've been looking into the [business applications of smartphones](#)
People interested should let me know.

Directions to the Hilton Cobham Hotel

http://www.hilton.co.uk/property/1101_PreparingToVisit.jsp?hid=11001785



Hilton Cobham Hotel

Seven Hills Road South
Cobham
KT11 1EW
United Kingdom
Telephone 44 (0)1932 864471

- M25 to Jn 10
- A3 towards London
- A245 towards Woking
- Left at traffic lights
- Look for the Hilton

Or from London

- A3 (Kingston bypass) out of London
- leave at A245 & turn Rt (towards Woking) – it is the last junction before the M25
- Left at traffic lights
- Look for the Hilton