

Federation of Small Businesses (November 2007)
East Herts Newsletter (covering North and East Herts)



How passionate are you about your business?

If you want to know more come to the FSB's Passionate About Business d on 28 February 2008. It could be really **hot** stuff .See more at the end of this newsletter

Does the FSB have all your business contact details ? If not you could be missing out on important information

This newsletter is going out to all 2000 FSB members in East Herts with 1300 going by email and 700 by post, and as the later will cost the FSB around £500, our postal mailings are less frequent. This means many members could be missing out on important information. We know from research that the vast majority of businesses do have an email address these days, even if it is a personal one and that is fine with us too. Please check that your details are up to date and do let us have an email address please. It's dead simple to check, just go to <http://www.fsbonline.co.uk/login.aspx>. You will need your membership number and v code as shown on your membership card and you might win a bottle of champagne !! You could also call FSB membership on 01253 336000

Don't lose your FSB benefits - it could cost you a fortune

Business owners join the FSB for many reasons, and the legal benefits package continues to receive vast numbers of compliments and feedback excellent. But remember if you lapse your membership you lose these benefits such as tax investigation protection, legal advice and much more including any cost savings also e.g the low credit card rates, free banking and cheaper insurances etc

Why not use the FSB's powerful logo?

Many FSB members use the logo in a number of ways. Signage, website, invoices, quotes, business cards, headed paper and much more. It shows you are part of an organisation with loads of clout and that you mean business about being in business. The logo can be downloaded from the www.fsb.org.uk and why not add a link from your site to the FSB's site too. Remember good printers and sign makers, especially FSB members will have the logo available.

Being a FSB member is a must when starting out and staying in business

Kick-starting a business is tough as is actually staying in business and The Times Money section this week published a column about "how to get a small business

up and running without a hitch". A bit optimistic perhaps, but the article did say that the FSB is a good place to go for information. We continue to get hundreds of recommendations from our existing members, so please continue to tell your business colleagues

Mary Queen of Shops

Optomen Television Limited is making the second series of the BBC 2 show Mary Queen of Shops about helping small independent shops to up their game. Members interested in taking part should contact Fraser Mullen at fraser.mullen@optomen.com or on 020 7967 1264.

Taking credit cards

If you know any businesses who want to take credit cards "on the move" the FSB has an excellent deal with a company called 123 send and Nat West Streamline. The rates and machine hire are fantastic value. The actual machine is based on mobile phone telephony and payments can be taken anytime and anywhere, as no phone line is required.

Remember payment by cash and cheques are now less popular and most people expect to be able to pay by credit cards. Most importantly it's convenient for business owners, they get their money quicker, payments are more secure and businesses will increase turnover and profit as most people spend more when paying with plastic. Any business considering taking cards need to allow 3 weeks to set the system up.

New landfill rules come into force

Zealous recyclers in the small business community may already be aware that new rules on waste disposal came into force on October 30 but many of our members are not. Only a month ago we had a call from a member in Ware who had got into trouble over disposal of grass clippings . The FSB expressed concern that the Environment Agency has not done enough to publicise the new rules, which implement the EU Landfill Directive and impose a duty of care on businesses so that they are ultimately responsible for their waste, all of which must now be pre-treated before going to landfill.

More info here: http://www.environment-agency.gov.uk/business/1745440/444663/landfill/1789720/?version=1&lang=_e.

New health and safety guidance

Looking for some help on health and safety? It just so happens that the Health and Safety Executive has issued new guidance relevant for FSB members. It's quite good and easy to understand apparently. See for yourself at www.hse.gov.uk/leadership and www.hse.gov.uk/press/2007/c07017.htm.

Current affairs show on crime

Variations in the attitude of police forces to reports of crime against businesses will be the subject of a television programme on ITV. Mark Jordan at Granada Factual is looking for small business victims of crime who think the police have not responded appropriately to their calls for help. He can be contacted at mark.jordan@itv.com.

Herts Business Awards – FSB sponsoring 1-25 employee category

The finalists for this ceremony on the 29 November have been announced and a large number of FSB members are in the rolls of honour. Please email us if you are a finalist so we can tell others about your success. And also watch out for the FSB – British Small Business Champions awards being launched this month. We had two winners earlier this year
GOOD LUCK EVERYONE AND PLEASE LET US KNOW IF YOU WIN. info@mareeatkinson.com

FSB takes tax tussle all the way to the top

The ding dong over the abolition of taper relief on capital gains announced in the Pre-Budget Report continues apace. The FSB took its concerns right to the top in a meeting with the Chancellor of the Exchequer Alistair Darling, the man responsible for the tax howler last month. Depending on who you talk to, the changes are either set in stone or there is a window of opportunity for the FSB to put forward modifications to reduce the impact on small business owners, particularly those hoping to sell their businesses to pay for their retirement. John Wright, FSB National Chairman, attended the meeting on behalf of the FSB. The media coverage was again universal (22 national newspaper articles, including the front pages of the Financial Times and the Daily Telegraph). The FSB also contributed to news bulletins on BBC Radio 4 (Today), Radio 5 Live, Sky News, BBC News 24 and Bloomberg TV.

East Herts New Branch Committee

A few changes have been made to our volunteer committee for East Herts Branch and we warmly welcome Brian Alexander from Tax Assist as our new treasurer and Claire Lock of AnyAdmin as our branch secretary.

Both Colin Sparshott and Keith Middleton have stood down after many years of service to the branch. We are very grateful for the work they have done over so many years and all in their own time

Speednetworking the nation lunch to celebrate National Enterprise week

This will take place on **Friday 16 November** at Ware Priory - Fletchers Lea Conference Centre Ware (SG12 9AL) Over 100 businesses are expected at this event costing £15 which has been planned by Herts Business Incubation Centre, Hertfordshire Business Independent , East Herts Council and the FSB . Be warned tickets are going quickly.

Rob Brown will be leading the session who has a fantastic reputation running such events and last year he went down a storm, amusing guy but we all learnt loads.

We look forward to welcoming you on the day to this exciting programme and ask you to confirm your attendance by **registering online at www.hertsbic.co.uk** under the events section or for information contact: Adam Tucker on 01438 791062 or adamt@hertsbic.co.uk . Bring plenty of business cards.

FSB East Herts Events for remainder of 2007 and into 2008

With winter now well and truly here we have decided that breakfast meetings will be suspended until the Spring but please come along with your guests to the meeting on 27 November .

Date	Event	Venue	Contact
27 November	East Herts Breakfast meeting 7am – 9am £5 Breakfast meetings will be suspended form Dec – March (inclusive)	Westmill Farm Ware No need to book	Maree Atkinson info@mareeatkinson.com or clare@anyadmin.co.uk
4 December	East Herts evening networking meeting 7pm – 9pm Please note there won't be a meeting at The Bell in January	The Bell Inn Codicote near Hitchin No need to book	Maree Atkinson info@mareeatkinson.com

5 February	East Herts evening networking meeting 7pm – 9pm £3	The Bell Inn Codicote near Hitchin No need to book	Maree Atkinson info@mareeatkinson.com
28 February Valentines Month!!!	Passionate About Business Networking Dinner See following pages for details and a booking form	The Broadway Letchworth Booking essential	Maree Atkinson info@mareeatkinson.com or noreen@designs-ofdistinction.com

FSB East and North Herts Branch



**“Passionate about Business” dinner – you’ll love it as it could be “hotter” than you might expect.
Just the thing for a cold winter’s night**

Date: Thursday 28 February 2008
Venue: The Broadway Hotel Letchworth Garden City
5 minutes from the A1 M and across the road from
the railway station

Dress code: Smart Casual please

Arrivals : From 6.15 pm for 7pm prompt start
We aim to finish around 10pm

Cost : £15 FSB members and £20 for guests

The menu : To be confirmed

We are delighted to have secured a number of sponsors, including for the third year the area's local authorities of North Herts Council, Stevenage Borough Council and East Herts Council.

What will the Passionate about Business night bring you?

Around 130 FSB members, FSB service providers and business guests will be able to attend this event. The evening will consist of a short update about FSB services, a quick slot from our main sponsor and a keynote speech from our "passionate" guest speaker (being finalised). It is also most importantly your opportunity to meet a whole range of different business owners, helping you find new customers and suppliers.

Seating plans

You will be allocated to a table of mixed business professions and during the meal have an opportunity to tell others about your business and pass your business cards around. It's not a formal matter, just a chat, but a great way of letting people know you're out there in a very informal atmosphere. During the course of the evening you will move to two more tables, providing you with the chance to meet more contacts. Feedback from previous events has been excellent

Charity Collection Our local members have always been extremely generous at our events as we aim to raise money for local charities too. Over £2500 was raised last year. **We do hope that guests will enter our Charity raffle for £5.**

Booking form of the following page – this is likely to be a very popular event

**PASSIONATE ABOUT BUSINESS BOOKING FORM –
THURSDAY 28 FEBRUARY 2008
£15 MEMBERS AND £20 NON MEMBERS**

Although this event is in 2008, past experience has shown places go very quickly so our advice is to book as soon as possible

Please print your details clearly and be specific about your profession so that we can get a good mix of people at each table. To make life easier could you please also attach a business card or piece of headed paper of the business, again ensuring your profession is shown

If you would like to bring up to 2 guests that's fine but we need their contact details too . Please note that you and your guests will be allocated to different tables but if you'd prefer to sit together please let us know.

To secure your place please return the booking form and payment for FSB.

Please send to Brian Alexander at TaxAssist Accountants

34 High Street, Stevenage, Hertfordshire, SG1 3EF

Name(s)Company name.....

Tel No. email address
.....

Description of your profession (eg graphic designer, plumber, car dealer)

.....

Name of guest 1..... Company Name
.....

Tel No. email address
.....

Name of guest 2..... Company Name
.....

Tel No. email address
.....

Payment: Please note cheques need to be made payable to FSB

Cheque enclosed or Credit Card

Please tick the payment method box above

No. of FSB members @ £15 each non-members @£20 each

