

# Events Calendar



To book one of the events listed below please visit our website at [www.businesslinksw.co.uk](http://www.businesslinksw.co.uk)  
call us on: 0845 600 9966 or e-mail: [enquiries@blpeninsula.co.uk](mailto:enquiries@blpeninsula.co.uk). Events may be subject to change.

Event	Overview	Location	Date	Time	Cost
<b>A Start-up Workshop for businesses in their first 12 months of trading</b>	<b>Planning and Regulations</b> – We'll show you how to draft up a business plan and how to keep in line with legislation	Plymouth	08/09/2009	9.30 - 16.30	FREE
		Paignton	09/09/2009	9.30 - 16.30	
		Taunton	10/09/2009	9.30 - 16.30	
		Exeter	16/09/2009	9.30 - 16.30	
		Shepton Mallet	16/09/2009	9.30 - 16.30	
		St Austell	18/09/2009	9.30 - 16.30	
	<b>Sales and Marketing</b> – This workshop explains how to get the money rolling in. We'll take you through conducting market research and assessing the competition.	Truro	09/09/2009	9.30 - 16.30	FREE
		Taunton	14/09/2009	9.30 - 16.30	
		Plymouth	14/09/2009	9.30 - 16.30	
		Paignton	16/09/2009	9.30 - 16.30	
		Exeter	23/09/2009	9.30 - 16.30	
		Shepton Mallet	23/09/2009	9.30 - 16.30	
	<b>Finance and Accounts</b> - This workshop will cover profit and loss, cash flow forecasts and book keeping as well as presenting and reviewing your business plan	Exeter	10/09/2009	9.30 - 16.30	FREE
		Truro	16/09/2009	9.30 - 16.30	
		Plymouth	22/09/2009	9.30 - 16.30	
		Taunton	22/09/2009	9.30 - 16.30	
		Paignton	23/09/2009	9.30 - 16.30	
		Exeter	30/09/2009	9.30 - 16.30	
	<b>Environmental Efficiency</b>	Shepton Mallet	30/09/2009	9.30 - 16.30	FREE
<b>Starting your own business Awareness Event</b>	<b>Pre-start business awareness event</b> – Designed to assist those looking to start a business on the road to success. The event covers the main issues involved in running a business and provides further sources of help	Exeter	08/09/2009	14.00 - 17.00	FREE
		Plymouth	28/09/2009		
<b>Telephone Clinics</b>	<b>Start-up (Various 45 minute appointments)</b>	n/a	03/09/2009	10.00 - 17.30	FREE
		n/a	10/09/2009	10.00 - 17.30	
		n/a	17/09/2009	10.00 - 17.30	
		n/a	24/09/2009	10.00 - 17.30	
	<b>Finance (Various 45 minute appointments)</b>	n/a	01/09/2009	10.00 - 17.30	
		n/a	03/09/2009	10.00 - 17.30	
		n/a	10/09/2009	10.00 - 17.30	
		n/a	15/09/2009	10.00 - 17.30	
		n/a	17/09/2009	10.00 - 17.30	
		n/a	22/09/2009	10.00 - 17.30	
		n/a	24/09/2009	10.00 - 17.30	
		n/a	29/09/2009	10.00 - 17.30	
	<b>Marketing (Various 45 minute appointments)</b>	n/a	01/09/2009	10.00 - 17.30	
		n/a	08/09/2009	10.00 - 17.30	
		n/a	15/09/2009	10.00 - 17.30	
		n/a	22/09/2009	10.00 - 17.30	
		n/a	29/09/2009	10.00 - 17.30	
	<b>Web &amp; Web Marketing</b>	n/a	16/09/2009	10.00 - 17.30	
	<b>Start Up Business Advice Clinics</b>	<b>90 minute meeting with a Business Link Start Up adviser</b>	SUTaunton	16/09/2009	

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<b>Business Advice Clinics</b>	A face-to-face 90 minute meeting with one of Business Link's advisers. They will review key areas of your business and the main issues you are facing – identifying activity and support that will help drive up performance and turn your plans into reality.	Taunton	01/09/2009	9.30 - 16.30	FREE
		Plymouth	02/09/2009	9.30 - 16.30	
		SUExeter	02/09/2009	9.30 - 16.30	
		Bideford	03/09/2009	9.30 - 16.30	
		Exeter	08/09/2009	9.30 - 16.30	
		Ivybridge	09/09/2009	9.30 - 16.30	
		Paignton	09/09/2009	9.30 - 16.30	
		Plymouth	09/09/2009	9.30 - 16.30	
		Tavistock	09/09/2009	9.30 - 16.30	
		Totnes	09/09/2009	9.30 - 16.30	
		Wellington	09/09/2009	9.30 - 16.30	
		Penzance	10/09/2009	9.30 - 16.30	
		Newton Abbot	10/09/2009	9.30 - 16.30	
		Frome	10/09/2009	9.30 - 16.30	
		Yeovil	10/09/2009	9.30 - 16.30	
		St Austell	11/09/2009	9.30 - 16.30	
		Barnstaple	14/09/2009	9.30 - 16.30	
		Camborne	15/09/2009	9.30 - 16.30	
		Wincanton	15/09/2009	9.30 - 16.30	
		Bodmin	16/09/2009	9.30 - 16.30	
		Exmouth	16/09/2009	9.30 - 16.30	
		Plymouth	16/09/2009	9.30 - 16.30	
		Tiverton	17/09/2009	9.30 - 16.30	
		Bridgwater	17/09/2009	9.30 - 16.30	
		Langport	17/09/2009	9.30 - 16.30	
		Launceston	21/09/2009	9.30 - 16.30	
		Exeter	22/09/2009	9.30 - 16.30	
		Minehead	22/09/2009	9.30 - 16.30	
Okehampton	23/09/2009	9.30 - 16.30			
Paignton	23/09/2009	9.30 - 16.30			
Plymouth	23/09/2009	9.30 - 16.30			
Chard	23/09/2009	9.30 - 16.30			
Wells	23/09/2009	9.30 - 16.30			
Martock	29/09/2009	9.30 - 16.30			
Plymouth	30/09/2009	9.30 - 16.30			
<b>Acquiring and Selling a Business</b>	This popular convergence themed event explores how to get the best deal possible when you are buying or selling a business. It will cover what you can expect and what to plan and prepare to be successful.	Fowey Hall	24/09/2009	tbc	FREE
<b>IPR - Protect and exploit your most valuable asset.</b>	Learn about the complex issue of Intellectual Property as it affects the start-up businesses. This half-day workshop will help you to avoid some common, and often costly mistakes and enable you to make your intellectual property an asset, not a liability.	Alverton Manor, Truro	08/09/2009	9.30 - 14.30	FREE

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<b>Make Your Money Work</b>	In these challenging times it's even more crucial to ensure that you really understand your finances to be able to successfully manage your business. This event will cover key areas including cash flow forecasting and how to talk to your bank.	Tamar Science Park, Plymouth	17/09/2009	9.30 - 13.30	FREE
<b>Practical Innovation Start - up</b>	This half-day event covers all practical aspects of innovation from research through to protecting your ideas.	Carlyon Bay Hotel, St Austell	15/09/2009	9.30 - 14.00	FREE
<b>Winning and Keeping Customers</b>	This workshop will explore marketing activity, focus on strategies to find new customers, the importance of customer service and ways to stimulate sales from your existing customer base.	Cleave Hotel, Wellington	17/09/2009	9.30 - 16.30	FREE
		Penventon Hotel, Redruth	24/09/2009		
<b>Women in Business Networking</b>	A morning event with inspirational speakers and networking opportunities.	Mount Somerset, Taunton	23/09/2009	10.00 - 12.00	FREE
		Lewtrenchard Manor, Okehampton	30/09/2009	10.00 - 12.00	
<b>Social Enterprise</b>	Access to Finance	The Burrows Centre, Par	17/09/2009	9.45 - 15.00	FREE
	Starting in Social Enterprise	Carne Brae Leisure, Redruth	15/09/2009		
	Moving Away from Grants	Hall for Cornwall, Truro	22/09/2009		
<b>Partner Events</b>	Global Action Plan, EMS Easy Training Courses	Bodmin	01/09/2009	tbc	FREE
	Plymouth Chamber of Commerce, Crunchy Breakfast	Holiday Inn Plymouth	02/09/2009	7.30 - 9.00	There is a charge for this event
	Exeter Innovation Centre, Supply Chain Leadership for Manufacturers	Exeter University	03/09/2009	17.30 - 18.15	FREE
	Network Southwest	Marjon, Plymouth	04/09/2009	10.00 - 16.00	FREE
	Food and Drink Devon, Meet the producer	Hatherleigh Community Centre	04/09/2009	10.30 - 15.30	FREE
	Barclays, Let's talk starting in Business	Yeovil Innovation Centre	07/09/2009	9.30 - 16.00	FREE

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<b>Partner Events</b>	<b>Recognising Excellence, Introduction to Investors in People</b>	National Maritime Museum, Falmouth	08/09/2009	9.30 - 13.00	FREE
	<b>Skillsmart Retail event</b>	Imperial Hotel, Torquay	08/09/2009	18.00 - 20.00	
	<b>SW REIP, South West Sustainable Procurement Network</b>	Alverton Manor, Truro	09/09/2009	10.00	FREE
	<b>PMG, University of Plymouth, Innovation in Manufacturing</b>	University of Plymouth	07/09/2009	10.30 - 16.00	FREE
	<b>Truro and Penwith College, Penwith Business Breakfast</b>	Penwith College	10/09/2009	8.00 - 10.00	FREE
	<b>Plymouth Chamber of Commerce, Network of Women Business event</b>	Copthorne Hotel Plymouth	15/09/2009	8.00 - 9.30	There is a charge for this event
	<b>Barclays, Let's Talk Starting in Business</b>	Basepoint Business Centre, Exeter	15/09/2009	9.30 - 13.00	FREE
	<b>Mendip District Council, Food &amp; Drink to Make You Think</b>	Kilver Court, Shepton Mallet	16/09/2009	17.30	FREE
	<b>Plymouth Chamber of Commerce, New members' reception</b>	JAD Logic, Burrington Industrial Estate	17/09/2009	17.30 - 19.00	Free (new members)
	<b>The Chartered Institute of Marketing and BIBIC Marketing Support Evening for BIBIC (British Institute for Brain Injured Children)</b>	Knowle Hall, Bridgwater	23/09/2009	18.00 - 21.30	FREE
	<b>University of Exeter Business School, Innovation Fitness Test, a Framework for Managing Innovation</b>	Exeter University	23/09/2009	17.30 - 19.30	FREE
	<b>Tamar Science Park, Park Exchange</b>	Tamar Science Park	24/09/2009	13.00 - 14.30	FREE
	<b>SWCoRE and South West Food &amp; Drink Profitable growth for the rural economy</b>	Bicton College, East Budleigh	30/09/2009	9.30 - 16.00	FREE