



LISBURN  
**ENTREPRENEURS**  
NETWORK Where great ideas come together.

Lisburn Entrepreneurs Network (LEN) is a local network and discussion forum for small businesses based in the City of Lisburn and managed by Lisburn City Council. LEN will offer **free networking events** and practical information sessions aimed at addressing key business issues and promoting local business development.

Each networking opportunity will focus on a **specific business topic** or issue driven by an **expert speaker**, with a **local business representative** sharing their experiences.

The events will be held on **the last Thursday in each month** throughout the year in a **breakfast seminar format** with breakfast and **registration from 8.00-8.30am** followed by the expert speaker and networking from **8.30-9.30am**.

**Come along and meet like-minded business people for networking and discussion in an informal setting.**



Funded by Lisburn City Council and the European Sustainable Competitiveness Programme NI 2007-2013

[www.lisburncity.gov.uk](http://www.lisburncity.gov.uk)



LEN is on Facebook

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## EVENTS SCHEDULE 2011 - 2012

# Expert Speakers

Local Business Experiences

# Key Business Issues

Promoting Local Business Development

# Networking Events

Practical Information Sessions

SEPT

29

**NETWORKING FOR BUSINESS GROWTH**

Find out how to grow your business through business networks. Andrew will provide a practical and interactive session on how to develop your business networks, and how these networks can be maximised to help grow your business and increase sales.

**Time:** 8.00am - 9.30am **Location:** Cherry Room, Lagan Valley Island

**Speaker:** Andrew Dobbin, Reach EPS

OCT

25\*

**GOVERNMENT AND BUSINESS: WHAT ARE THE KEY ISSUES?**

Find out how Stormont is working for local businesses, how your issues as a business owner are being addressed, and what steps you can take to lobby Government.

**Time:** 8.00am - 9.30am **Location:** Cherry Room, Lagan Valley Island,

**Speakers:** Sammy Wilson, MP, MLA, Northern Ireland Minister of Finance and Personnel, Ross Williamson, Weber Shandwick PR

\*Please note this event is on the last Tuesday in October rather than the last Thursday.

NOV

24

**SELLING FROM A BUYER'S PERSPECTIVE**

A practical guide to sales and useful tips to help all businesses in their quest to gain and retain customers.

Take this opportunity to also enjoy a tour of the visitor centre and facilities at the Coca Cola plant.

**Time:** 8.00am - 9.30am **Location:** Coca Cola Bottlers, Knockmore Hill, 12 Lissue Road, Lisburn. \*Please note that a bus for LEN delegates will be departing from Council offices at Lagan Valley Island at 7.45am sharp.

**Speaker:** Simon Smith, Simon Smith Coaching

JAN

26

**HOW EFFECTIVE PROJECT MANAGEMENT CAN HELP YOUR BUSINESS**

90% of business activity focuses on delivering projects in various guises. David McComb will bring a refreshing, down to earth, no jargon approach to this important topic providing practical tips on how to manage business projects more effectively.

**Time:** 8.00am - 9.30am **Location:** Cherry Room, Lagan Valley Island

**Speaker:** David McComb, Parity Ltd

FEB

23

**CASHFLOW MANAGEMENT - THE LIFE BLOOD OF YOUR BUSINESS**

Now more than ever it's crucial that small businesses know how to effectively manage their business cashflow and maximise profits. This session will provide a valuable insight into how to keep on top of your finances, with information and practical steps that all small businesses will find of benefit.

**Time:** 8.00am - 9.30am **Location:** Cherry Room, Lagan Valley Island

**Speaker:** Mark O'Brien, Bank of Ireland

MAR

29

**SELLING AND MARKETING ONLINE**

Business is increasingly being conducted online, come along and learn how your business can get involved, with all the latest tips and advice for getting your business online.

Local company Euro Auctions will also provide an insight on how they have grown over the past decade to become one of Europe's leading auction houses, and how they have used an online platform to achieve this.

**Time:** 8.00am - 9.30am **Location:** Cherry Room, Lagan Valley Island

**Speakers:** Prof. Maurice Mulvenna, University of Ulster  
Sorchá Quinn, Euro Auctions UK Ltd

APR

26

**GROW YOUR BUSINESS FROM THE GROUND UP**

Local fresh food producers and market leader Mash Direct will provide an overview on how this successful family run business has gone from strength to strength, despite the current economic climate. This will include valuable information and advice on sales and marketing techniques as well as product development and branding.

**Time:** 8.00am - 9.30am **Location:** Cherry Room, Lagan Valley Island

**Speakers:** Tracy Hamilton, Mash Direct

MAY

31

**TAX DOESN'T HAVE TO BE TAXING**

Belfast Telegraph columnist and tax expert, Adrian Huston will break the subject of tax down into a user friendly session looking at regulations and responsibilities, as well as tips and advice for small businesses.

**Time:** 8.00am - 9.30am **Location:** Cherry Room, Lagan Valley Island

**Speaker:** Adrian Huston, Huston & Co

JUNE

28

**LINKEDIN FOR BEGINNERS**

LinkedIn is becoming increasingly important as a social network for business professionals. Learn how to manage your LinkedIn profile and realise key benefits for your company.

**Time:** 8.00am - 9.30am **Location:** Cherry Room, Lagan Valley Island

**Speaker:** Paul McGarrity, Octave Communications

TO REGISTER AT A LEN EVENT OR FOR MORE INFORMATION, CONTACT **SOPHIE McAULEY**, ECONOMIC DEVELOPMENT UNIT, LISBURN CITY COUNCIL

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