

andover women in business

October 2016 Newsletter

www.awibc.co.uk



Andrea Barry - President

Hello everyone!

Yet another busy month has flown by. The Big Network is now only a memory but what a great event we had. Lots of new businesses were represented as both delegates and exhibitors in the mix. We had the fabulous Kevan Walsh of Zen Energy tell us about how his very successful business evolved. There were great prizes donated and delicious food provided by our own Jane Berntsen of Andover Buffets. BN is a wonderful collaboration with other groups and organisations and without that support it would not be the success it is. Andover Advertiser covered it extensively with almost 3 pages of colour photos; it has definitely established itself as the premier business to business networking event in the area.

Things are not slowing down as we hurtle towards Christmas; we have our Christmas Fayre at the White Hart on the 18th November and our Christmas party on the 6th December. 2017 is speeding towards us and plans are underway for the club's 25th Birthday in May next year.

With Christmas celebrations on the cards for most of us, spare a thought for the many young people in and around Andover who will not find it a particularly festive time. It is estimated that across the UK, around 80,000 young people experience some form of homelessness.

While AWIB are not patrons for any charity, member Iris Andersen is appealing to locals to take part in the Christmas Shoe Box drive for the charity Alibaré. Information is on page 4 of the newsletter. The boxes will be going to local youngsters. Many are homeless, or about to become homeless, some are carers or young mums, needing help and advice. I have already bought most of my bits to do one each for a young man and a young lady and I hope you will be able to contribute to this great cause.

The invitation to our Christmas party will follow the newsletter. Our theme is Rio Carnival and I know that several members have already started work on their costumes! We have a great night planned and I am looking forward to celebrating the season with you.

Andrea



AWIBC extends a warm welcome to its newest members:

Amanda Macken - Scents of Spirit

Emma Edwards - Scents of Spirit

Katka Minaríková - Fun Time Casino



Member Spotlight



Helen Murphy,



Eight-iq

Procurement Support and Consultancy

www.eight-iq.co.uk

Helen@eight-iq.co.uk

What do you do in your business?

I provide small and medium sized businesses with support in managing their procurement processes and provide hands-on project support, coaching and consultancy. I am also a part-time examinations assessor for The Chartered Institute of Procurement and Supply (CIPS).

What made you want to set up this business?

I worked in a corporate environment for over 20 years, and I'm passionate about growing the understanding and need for good procurement. I want people to question the value of the products and services they buy and have the desire to learn how they can grow their business through managing their spending as much as managing their sales and marketing offering. For me buying things is not just about getting the best price, it's about ensuring value across a number of areas – service, quality, innovation – and “doing the right thing” by your suppliers. I am a mum to two young girls, and working in a flexible and part-time capacity allows me to manage home and work really well.

What do you enjoy most about your business?

Spreading knowledge about the value of procurement.

Is there anyone from AWIBC who has helped you that you would like to thank particularly?

I would specifically thank Andrea Barry who demonstrated to me what an exciting and supportive network AWIB is and therefore encouraged me to join. It's so interesting to read and hear about

other people's experiences in setting up businesses and utilising the resources available through such a network.

What big goals have you set yourself this year?

Within the next 12 months, I would like to be first point of call for the Andover area for procurement matters – someone who can be trusted to support local businesses with integrity and offering an excellent return on investment.

What help would you like from any other AWIBC members to achieve these?

I need help to reach out to all industry sectors within the area and would ask you to share posts on social media, connect up with Eight-iq on Facebook and Twitter and remember what I do so you can help me grow my network – I will of course do the same in return! It would be really interesting for other members who work in providing Admin, Finance, HR, and IT support to local businesses if they see a need for an expert in their discussions with local businesses to provide my contact details.

What have you gained by joining AWIBC?

Seeing so many successful entrepreneurs making it happen has given me the confidence that I can do this too, so Thank You!



AWIBC thought of the month

Teachers open the door, but you must enter by yourself.

CROWS FEET

They appear on your face
In the middle of the night -
Just like a horrible
Mosquito bite.

You cover them up
But they appear again,
Someone is using
An indelible pen!

The more you laugh,
The more they show.
That's how permanent
Crow's feet grow.





Inspirational quote of the month

WHAT YOU DO TODAY CAN IMPROVE ALL YOUR TOMORROWS.

Iris Andersen is asking AWIBC members to prepare shoeboxes for Alabaré - locally for Andover.

(Alabaré Christian Care & Support, Registered Charity Number 1006504.)

FOR: Young **Men** and Young **Women** around Andover, aged 16 to 25 years

Please help if you can!

<http://www.alabare.co.uk/home/the-andover-foyer/young-people>

Your shoeboxes donated will be given to **The Andover Foyer, Sarum House** and **River House** clients.

What you can put in your box:

Washing materials like flannel, soap, shaving cream, shampoo, toothpaste, toothbrushes, nail brush. Nail clippers, tweezers, combs, brushes, hair clips, costume jewellery, tights, socks, chocolate.

Please **LABEL it for a Male or Female** and give them to Iris either on the 18th November at the Christmas Fayre at The White Hart Hotel, Andover or at the AWIBC Christmas party - it won't be too late.

Thank you.



Member Spotlight



Janet Mary Designs

Flowers for all occasions, individually designed for you.

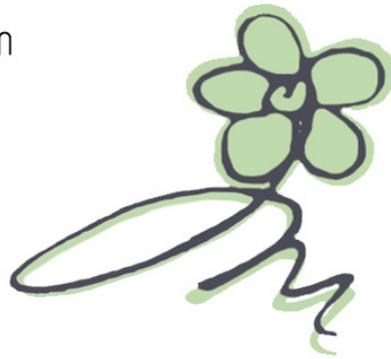
Janet Kirkum

07899986434

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www.janetmarydesigns.co.uk

  /janetmarydesigns



Janet Kirkum - Janet Mary Designs

I am excited to have just launched my new business, Janet Mary Designs, providing individually designed flowers for all occasions from a single buttonhole to complete event or wedding flowers. Here's how it happened ...

In early September 2015, I enrolled on a part time floristry course at Peter Simmonds College, something I had been planning to do for quite a few years but it just hadn't happened. The course I chose was one that had been designed for those who wished to start a floristry business, covering all aspects. I went along to the first lesson with my few flowers ready to learn how to make a buttonhole. It was fiddly to wire the foliage and flowers and I wasn't too keen on the feel of the sticky florist tape. However, I was pleased with my creation and looked forward to learning more in the coming weeks and months.

Soon I was completely hooked on my new passion and my mind was filled with ideas for floral masterpieces. I had a renewed interest in my good sized garden, finding spaces to plant super useful shrubs to use for foliage, every tin can received a second look before going to the recycle bin, redundant vases were employed again and I began a collection of floral magazines and books to immerse myself in. I felt encouraged by friends and family asking me to provide gift arrangements and bouquets and I decided to embark on my new venture after completing my first year of study. I am about to start my second year and am looking forward to my weekly floral challenge, learning new techniques and filling my house with my college creations.

Over twenty years ago when my daughters were toddlers I enjoyed being creative with fabric, designing, making and selling children's clothes and now being creative with flowers is such a joy. The fiddly wiring with sticky florist tape is now rather therapeutic!

Please feel free to contact me to chat about your floral requirements. All items are individually designed and created to order using the freshest flowers. As I do not hold a stock of blooms, please contact me 5-7 days prior to the date required. I look forward to providing beautiful floral designs for your occasions. Bouquets and arrangements from £15.



Christmas

sponsor opportunity!

Join our families this Christmas and enjoy BIG exposure by being a sponsor of one of our christmas mega articles for 2016.

Thousands of local families will see our guides.

Our readers will be finding you through search engines, our social media accounts & regular visitors will be reading our articles on our local website.

What does sponsorship include:

- Inclusion of your business and logo within the high traffic article
- Embedded MPU advert with click through to your website
- Social media promotion

Total cost - £75+vat

Be sure local families are in the know about you.

*An ideal way to kick start a
Christmas campaign*

Why advertise with Families?

- ✓ As parents ourselves, we are your target audience and other local parents trust our voice...enjoy the benefits of being associated in this 'recommended – word of mouth' space
- ✓ Credibility – backed by the trusted Emma's Diary - which connects with over 85% of expectant and new Mums in the area every year.
- ✓ Our audience of all shapes and sizes of family, parents, grandparents & carers

Interested ?

Email me sarah.gisbourne@intheknowfamilies.co.uk

Boost your business with **Families** www.familiesonline.co.uk

*Please note the date to get articles, information and offers to Fiona Mobbs
(Fiona.yourcolourandstyle@gmail.com) for a newsletter is
5th of the month.*

Members of the Andover Women In Business Club, October 2016

Councillor Iris Andersen Test Valley Borough Council	Andrea Barry President AWIB	Jane Bernsten Andover Buffets
Faith Blinston Simply Calm	Terry Bishop Test Valley Community Services	Lynn Brown Aloe Vera People & Pets
Bev Botha The Travelling Cupcake	Helen Buick Buick Art	Larna Burley Burley's Bridal
Chloe Chen New Street Dental Care	Deb Chowney Chowneys of Whitchurch	Julie Clapperton Mallon Wealth Management
Sharon Colpman Make it Education	Sue Craig-Loudon Choices Hire	Lin Cumberlin Parker Bullen
Liz Dawson Choices Hire	Emma Edwards Scents of Spirit	Helen Ellis Medical Herbalist/Chemistry Tutor
Ruth Facey The Gallery Workshop	Angela Fyfe Andover Mencap	Emma Giles E Giles Bookkeeping
Abby Goddard Santander	Sally Golden Sally Golden Photography	Denize Goodall Winchester Bookkeeper
Janet Goodwin The Chocolate Ladies	Sarah Guisborne In The Know Families/Sarah's Childrens Books	Sarah Hewitt Lockrite Mobile Locksmith
Anna Hall Andover/Romsey & Villages	Michelle Harpwood Scentsy	Lisa Huddleston The Carpet Cleaning Lady
Patricia Ireland Test Valley Textiles	Lucy Johnson Museum of Army Flying	Debbie King Room To Float
Janet Kirkum The Body Shop At Home/ Janet Mary Designs	Meg Leach New Threads Quilt Shop	Kirsty Leitch Boost Therapy
Amanda Macken Scents of Spirit	Katka Minaríková Fun Time Casino	Larrie Mitchell
Juliet Mayhew Partner, Trethewans Family Team	Fiona Mobbs Your Colour & Style/ Personal Poet Fiona	Leah Moore Leah's Beauty & Make-up
Sue Morris Sue Morris Photography	Ange Moon Test Valley Citizens Advice	Helen Murphy Eight-iq
Liz Neilson Fluidity Insurance	Lesley Newton NZ Dream Relocator	Ann Noble Soul Balance Counsellor/ Vibrant Glass Art
Erica Oliver Buzzy Bees	Liz Parsons Alexander Technique Practitioner	Alana Penkethman Parker Bullen
Rosalyn Peszkowski The Chocolate Ladies	Vanessa Pimblett Rebalance Homeopathy	Sue Risdale Andover Nails and Neil's Yard Remedies Organic
Simone Robertson Utility Warehouse	Liz Scrace Transition Andover	Natalie Shoemark-Dyer Aspire Defence Services Limited
Emma Simpson Morsolutions Ltd	Trudy Slade Trudy's Gluten Free	Kim Stone Independent Trader Phoenix Trading
Kaz Trinder Out of the Box	Sarah Wells Gloworm Design Solutions	Tina Wells Oaktrack Small Holding
Emma Wilders-Pratt Partner, Trethewans Family Team	Olly Yates OY Graphic Design	