

**REPORT OF THE BUSINESS FORUM MID DEVON MEETING HELD ON  
THURSDAY 12<sup>TH</sup> JULY 2012, 6.30pm at the TIVERTON HOTEL**

1. **Welcome and Introductions**

Jim Enright (JE), Chairman, welcomed the attendees.

2. **General networking**

JE commenced this evening's session with a general networking 15 minutes where attendees were invited to introduce themselves to each other on their tables in about 2 minutes each. As usual, a lot of networking took place!

3. **Speaker – Alana Carroll – Gravitas Recruitment**

AC gave all of the attendees some very useful information on how to get the most out of candidates; how to ensure they were the right employees for your company and also informed us why staff leave and how to retain them (the ones we wanted to keep anyway!).

AC certainly gave us all a lot of very useful information, and has made her presentation available [\[here\]](#) for all to see.

4. **Speaker - Peter Best – Atbest Limited**

PB outlined that most people were either Red, Yellow, Green or Blue, and that according to the category you were in would usually determine how you would act. We were all very surprised to see (after much fun and laughter) that it worked very well. PB would therefore be just the right type of person to help you understand how your employees are motivated and how to approach potential clients, by understanding what sort of person they are and treating them accordingly.

Please see his presentation [\[here\]](#) for more details.

5. **Speaker – Marilyn Minter-Newson – Your Health Matters**

MMN explained that a lot of employees are stressed, particularly with today's economic climate, and gave us some good information about how we can ensure that they, and ourselves too, are eating the right foods. That would then have an effect on performance.

## 6. Questions

There were a few questions from the attendees focused on the use of references and recruitment in general. A good debate resulted in the question of 'Why should we use Recruitment Agencies' (ask Alana Carroll for the answer to that one!).

## 7. General Information

JE explained that at the November meeting, it would be our first AGM. At that meeting, some members of the committee would stand down and not wish to be re-elected, including the Chairman, Secretary and PR Officer, and so if there is anyone who would like to join the Executive Committee, they should please contact JE. A detailed email will be sent out shortly.

## 8. Close of BFMD

The **next meeting** is to be held on Thursday 20 September 2012, Tiverton Hotel, 6.15pm.

**Speakers:** The topic this month is Social Media, with presentations from Sam Fisher – Brighter Creative and Niki Lathwell - Lathwell Associates.

JE thanked The Tiverton Hotel for hosting the event, and reminded everyone that they were still doing the excellent catering for free.

**Please do invite other local businesses you know.**

CLOSE at 8.30pm, although again almost everyone stayed on to continue their networking.

Kim Knox, Secretary.