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## Business Wealth Team say "Hasta la Vista To Unit 7"...

By Sue Avins

Business Wealth HQ are on the move, but don't worry – you are not going to have to re-program your sat-nav to find us!

The Team love our purple office – but lately we have felt as if we have been bursting at the seams in here! It has long been a goal of Paul's to have his own Training Space

14th June 2013



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### Member Spotlight

#### Oxford Member Renews Membership for 9th Year Running.....

By Paul Avins

Heather Salter has been a Member at our Oxford Club for 9 years - she has just signed up for her 9th year with us. We asked Heather why.....



"I originally came along to an Open Day and after having been in BNI for 18 months and searching for something else. I saw something that that was definitely more "me" on

where he can create his perfect vision of the optimum environment where people can come to learn new skills, grow their vision of what is possible and plan how best to make those dreams a reality. So when Fraser (owner of M40 Office's Bicester Business Park) came to us and said that two doors down from us, a double unit had become vacant.... We jumped at it!

So what can you expect if you come to visit us after the 24<sup>th</sup> June?

Well, we will have a stunning new Board Room where Paul will be able to host Strategy Session's and Team Alignments for up to 6 people. Excitingly the reservation book for this space is already looking very full – so if you were thinking of booking a Strategy Session with Paul, you had better do it quickly!

While Paul has been away the rest of us have been taking out our interior design frustration on the Team space. We have treated ourselves to some HUGE new desks.... maybe we should have measured them first – but with a bit of imagination and brute strength (Becky is freakishly strong by the way!) we have fitted everything in :-)

As you can see - it's being painted as we speak!

that Open Day. Having a training and coaching background myself and having become a 'learnaholic' since doing an OU degree at 36, I just thought that this was the best place for me. I love learning and creating the right environment to learn is really important and Paul has done that!

The reason I came and the reason I stay is not to grow a big business: that was never my intention. I wanted to be the best that I can be doing what I am doing and I wanted to feel part of a business community and support those that need my expertise. I stay because I am kept updated, I can share my learning with others (especially clients) and because of the people that it attracts. BWC has the most generous, caring and giving group of people I have met whilst networking and I really appreciate being in that environment. The key to all of this is Paul, his humanity, his approach, his caring and incredible sense of humour.

I shall never forget the most painful year of 2009/10 when I couldn't drive for 8 months and had to have a back operation and Paul very generously said that if I could find someone in Buckingham that would benefit from BWC and who would bring me they could come for free. Jane Sheehan really appreciated that and so did I. That was a very difficult and debilitating time for me and so keeping motivated was really important. It's things like this that make Paul so special.

I have had a lot of clients from BWC and from their referrals which I really appreciate. Finally, another bonus was bringing my friend Helena to an Open Day to see Michael Losier and she joined on the day, despite living



And then there is our new Training Room/Growth Zone/Rev Up Room (we are still working on the name). This is going to be a flexible space where we can welcome groups of up to 15 for Coaching and Mentoring sessions with Paul and the Team of Mentors. At the moment it is a blank magnolia canvas – but you know Paul, I can't imagine it's going to stay that way for long! I have already had to veto an order for purple beanbags!

So if you are passing Bicester, pop in and see us at Unit 4-5 Bicester Business Park, the coffee is always on and the welcome is always warm.

## News & updates

### **Partnership & Celebrity Power**

By Paul Avins

One of the first Success Principles I ever came across over 20 years ago was that your life will become a reflection of who you invest and spend time with. This applies to everything from the size of your business, your financial wealth and even your personal health.

This one idea has guided me over the years

in Croydon and the rest as we know is history. She's doing a sterling job in Croydon and I have the joy of her company a couple of nights a month because of this and that's just icing on the cake!

Thanks BWC and keep up the good work".

[www.jigsawhr.com](http://www.jigsawhr.com)

## Member Spotlight

### **Are you 100% Paperless...**

By Oxford Member Richard Hillsdon

Would you like to be 100% paperless?, get the information you need, documents, notes, training material, customer material etc at your fingertips wherever you are?

Oxford Home IT can save you a lot of time and in the end money and make you a more dynamic business. If your accountant calls and asks for a VAT return copy from 2005 we can have it available and over to them in seconds, without having to search cabinets, off-site storage and the like. Customers can call and query any invoice for any period and your team can find it in seconds too, as well as knowing all your documents are backed up and secure, even if your office gets flooded!

So, we have created a new seminar/course called "Going Paperless in your Business", if your a BWC Member and your interested in attending and enough BWC members show their interest we'll run the first one for members only, totally free of charge, all you have to do is register below:

to invest in and create Mastermind trainings, in fact this is one of the 3 keys to what makes Our Club Communities so powerful and profitable for Members.

So every year I like to expand my circle of influence, my comfort zone and put myself in a new environment, or seminar to learn from new Speakers, Mentors or Coaches. After all it only takes 1 good idea to give your business that Quantum leap.

As I write this I am coming to the end of an amazing 10 day trip in the US starting at Mega Partnering 7 in LA with Doug Hecker our Scottsdale Mentor and ending with my own Mastermind meeting in New York.

Mega Partnering is the Worlds No1 Wealth Networking and Business Seminar (According to their marketing) so I decided to check it out.

Not only was it packed for 5 days with some of the best business speakers I have seen in a long time (More on them and their top tips in the next newsletter) I also got to hang out with some BIG Hollywood Celebrities including Arnold - who I first watched in Pumping Iron when I was about 19 years old!

**Register Now!**

[www.homeitsupport.biz/](http://www.homeitsupport.biz/)

Tel: 01865 594020

**Member Spotlight**

**Clear and Creative - Brand Clarity Workshop  
- June 2013 with Simon Gregory, Julie  
Gregory and Karen Moule**

**Do you lose business to  
higher-priced competitors?  
Is your brand developing  
into an accidental brand?**

Think about that company in your industry who charges much more than you but still gets plenty of business. You know you're at least as good if not better.

After eighteen years of running a marketing communications business, we've seen a lot of well-meaning but wrong-headed efforts from small business owners when they produce promotional material. This can result in an accidental brand that you have little control over.

Our Brand Clarity workshop will enable you to get crystal clear on your business purpose. When you have Brand Clarity about your own business, it's surprisingly easy to position your business as the only logical, compelling



Whatever you think of him his RESULTS in 3 fields, Bodybuilding, Movies and Politics have been HUGE and make him worth over \$400 Million!!

I also got to learn from Donna Karen about how she built her brand and her desire to help change health care with her Charity - [www.urbanzen.org](http://www.urbanzen.org) a wonderful heart centred woman from whom I learnt a lot.

I couldn't leave LA without getting a picture for JJ of the most famous Donut in the World which is in Iron Man 2 one of his favourite films.

choice of supplier for your ideal customers.

## BRAND CLARITY WORKSHOP

Identifying and developing your true brand.



This two-day interactive workshop walks you through the process of discovering, identifying and developing your true brand. Perhaps you'll agree, as with most things in life, thorough preparation pays dividends. So, take action now! Develop a customer-resonating brand. Share and learn ways to delight your customers!!

Date for your diary - 21st June 2013

More details [click here](#)

The course is priced at £599, however we are offering it for £399 exclusively for Business Wealth Club Members! No reason why you shouldn't attend it!!

Look forward to see you there.

### Member Spotlight

#### Barry Grinham from Prime Energy

By Paul Avins

Barry at our 1st Oxford Club meeting of June showing just how much he beat his targets for May by!! = Lots of extra Cash



Business in my experience is about 3 things, Learning, Relationships and having Fun. So who do you need to spend MORE time around and who do you need to spend LESS time around?

Remember where your life and business will be in 3 years time will be a direct reflection of the PEOPLE you meet, the books you read and the action you take - so take action to get around more positive and successful people. :-)

News & updates



### The Twitter Winner from the Grand Prix Event is...

We are delighted to announce that Joanne Moore is the winner of the Twitter competition during our Grand Prix Event - she tweeted 42 times about the event which was FABULOUS!!



Prime Energy  
[www.primeenergy.org/](http://www.primeenergy.org/)

Discovery Day Dates



### 3 Reasons to Attend our Next Discovery Day...

1) Learn exactly how becoming Positioned as the "Go To" Business Expert in Your Community will generate you massive sales of your core product.

2) Learn Why Building a Platform is the No.1 activity that drives Your Success, and the 3 critical assets you must put in place to make this happen.

3) Discover How being a Club Mentor can generate you over £100,000 in highly Leverage Income and less that 65 days a year of delivery Harness the Power of our Club Launch

The price is a 1:1 Strategy Session with Paul..... so when your ready Jo - ring up and get that booked up....

Well done Jo and thanks so much for all your support.

Check out some of the comments about this amazing event below:



News & updates

## Croydon Celebrates it's 1st Anniversary with Purple Cupcakes!!!!

By Helena Holrick

Marketing System to get You generating Positive Cash Flow - **FAST!**

Be Walked through our Mentor and Member Success Systems - designed to put you in a position to **Win!**

Have your Questions answered personally by CEO & Master Coach Paul Avins and learn from over 10,000 hours of his Business Coaching experience...

Contact Angela on 01869 278900 or e-mail: [angela@thebusinesswealthclub.com](mailto:angela@thebusinesswealthclub.com)

New Members

## New Members So Far for June 2013:-

The Business Wealth Club Community are thrilled to Welcome the following new Members...

### Birmingham Club:

Maria Price

### Croydon Club:

Jo Chesney  
Clive Wilson  
Fiona Stewart

Today was a bit of an extra special meeting at The Business Wealth Club in Croydon. Today I brought in Purple Cup Cakes. Today was the day we celebrated throwing the doors open 12 months ago.



On the 31st May, 2012, I ran my first ever BWC meeting and workshop.

I'm proud to say that in this Anniversary month of June, I have 4 new Members joining our Community. Next Month, we will celebrate the 4 people who were my 'early adopters'.



A LOT of learning, growth and movement has happened since the start, for me and for the members who have joined along the way. As I look back over the last year, 3 key

Malcolm Brabon  
Raymond Ogbodo  
**Oxford Club:**  
Mike Clarke  
Jonathan Rees

**Claim Your 1 Months FREE Membership worth £99 today...**  
Join the Business Growth Community: Get more Leads & Customers.

Business Coaching & Training: Learn New Skills that Pay the Bills.

Positive Local Support: Get Re-energised, Refocused & Ready to Grow.

Click on the button below to claim your One Month's FREE Membership.



**F10 Season 3 Drivers are confirmed...**  
By Paul Avins



Season 3 Drivers are confirmed for F10 Drivers so far starting July 2013.

Adam Gildersleeve  
**Latent Light Ltd**

Charlotte Falkenau  
**Segais Hair & Beauty**

lessons stand out, which I think are true for any business whether a start up (as I was) or as an established business:

### **Commit and Keep Moving**

Decision making is the KEY to everything - I made a commitment first and foremost to myself that I wanted to create something 'on my doorstep' that I would be excited and inspired to go to and contribute in. The result is BWC, even though I had NO IDEA how to get people in, grow it or do anything like this ever!

Decide and Do (something!) Even if you are not quite sure you are heading in the right direction, just set a course and then notice that the path corrections come naturally along anyway, especially when you are moving.

### **Celebration is something that people need to be reminded of and modelled**

Entrepreneurs and Business owners seem to have little or no time. The first thing that seems to go is the kindness to self and the joy of celebrating success.

Helping business people actually stop to enjoy the success they are creating turned out to be harder than I ever realised it needed to be!

But now, like all good things in any business, it's something that I'm encouraging people to make a habit of and build a rhythm around. We have to regularly stop the relentless cycle of marketing and movement towards what we want to just enjoy everything for a moment! BWC encourages this hugely (and hugs are pretty good too!).

### **Business Growth is easier to create when you have the right degree of celebration, support and challenge**

The core purpose of BWC is to be the resource and hub for all the growth needs a company may have. And sometimes that is not enough.

With a community of people who all 'speak the same language' I find that working

Gillian Gibbon  
**Auditel**

Jackie Fletcher  
**London Radio Cars (PS) Ltd**

Jeffrey Lerner  
**Jeff Lerner Associates**

Katy Gordon  
**Co-Creating Balance Ltd**

Rob Fagnani  
**Mail & Print Services Ltd**

Romey Chopra  
**Caresure Community Care Practitioners**

Sarah Williams  
**Wordsmith TM**

If you are interested in joining the Season 3 guys - then take a look at the link below:

[www.f10mastermind.com](http://www.f10mastermind.com)

relationships are happening as a 'by-product' of being BWC members. The loving challenge from myself and member peer groups in the masterminding questions are invaluable in steering the course too.

**Pick a number and work towards that.**

At BWC Croydon, the number I focus on to grow my club is simply this: focus on getting 5 visitors into the club.

My job is simply to put the 5 in the room and then let the Club speak for itself, with all its great content, connections and collaborative working. The coaching is a massive value add bonus. Usually that means that 2 -3 out of the 5 decide that this Club is something of a necessity, not a nice-to-have.

What I love most about being a Business Wealth Club Mentor is that I get to help people and businesses grow. I see and hear the evidence of people moving beyond limitations, experimenting with new and innovative ways of doing things, putting in systems that support them in being more available to their customers and creating assets and products that expand their range of what they can offer. I am proud to say that we now have 25 members, with another 2 very likely to join this or next month.

I know that there will be a natural 'fall out' of people I've coached who have so radically changed what they do, or where they do it that in July that number will fluctuate slightly (which is what you get when 10 people sign up all in one .

And I'll just keep inviting 5 people, deliver the quality content that is so vital and useful and let them all keep flocking to our doors. The community really is growing it self.

If you've not visited the Club in Croydon, and would like to, drop me a note and I'll send you more details: [helena.holrick@thebusinesswealthclub.com](mailto:helena.holrick@thebusinesswealthclub.com) We love visitors!

## Business Wealth Club Academy goes live.....

By Paul Avins



The Business Wealth Team are excited to announce that the Academy is now LIVE and logins have been sent out to all our Members this week - we hope by now that you have signed in and are reaping the benefits of this amazing material. If you have any feedback for us - please email the team at [team@thebusinesswealthclub.com](mailto:team@thebusinesswealthclub.com).

Meetings you can attend



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Find out how we deliver this Promise and Experience it for yourself - attend one of our growing number of clubs below:



Could you Mentor a Club?



# Are you the Mentor we are looking for?

If you would like to join our team and open a Club in your area then get in touch today to secure your interest and receive our Club Mentor introductory pack.



**[Click here to receive your Mentor Pack.](#)**

**Call Angela on +44 845 370 7505**

or

email

**[angela@thebusinesswealthclub.com](mailto:angela@thebusinesswealthclub.com)**

[If you would like to update your subscription or unsubscribe, please click here](#)

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