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THE BUSINESS WEALTH CLUB

The World's No1 Business Growth Community™

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22nd March 2013



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Member Spotlight

Swindon Club Member MG Cannon Ltd are "The Outstanding Business Of The Year 2013" By Lesley Dearing

Robert Snook from MG Cannon said he was already a little excited about it when he did his '43' second pitch on Friday's Meeting.....but we only won !

MG Cannon are apparently "The Outstanding Business of the Year 2013".

Being part of the Business Wealth Club community played a MASSIVE part in that, so this is a note from us all at MG Cannon to say thank you to absolutely everyone in the community for your sharing of ideas, inspiration and positive energy. It really is appreciated.

Have a great week....albeit with probably with less of a hangover than mine.

Member Spotlight

Croydon Club Member Michelle Harris The Life Coach and Personal Stylist at The Reluctant Goddess...

News & updates



Lessons in the Fast Lane...

By Paul Avins

Click on the Video below to hear Paul's super special announcement at a secret location...



News & updates



Work Hard and Get On...

By Sue Avins

A Budget for People who aspire to work hard and got on That's how Mr Osborne billed his Budget this week, and I thought "great! That sounds like most of The Business Wealth Community!" So I was excited to see what the Budget had in store for us all.

As you know, I'm not technical, political or any other kind of 'cal' come to that - but this is my take on the top 3 things from the Budget that I think might be relevant to our readers.

1. Reduction in the Headline Rate of Corporation Tax. Now Company taxation has been in the headlines a lot recently with the all the blustering about Starbucks etc. But now we have the Chancellor trying to attract international Companies by reducing the Tax Rate to 20% by 2015. Of course the bigger the Business, the bigger the saving - but lets face it, any reduction is a good reduction. I have however, seen some worrying chatter about a back door tax in the guise of a Business Rates rise.

A lot of the Businesses that our Business Wealth Club Mentors coaches say that tax is one of the biggest hurdles they face. The trouble with decreasing the Corp Tax while increasing the Business Rates is that Entrepreneurs will have to pay Business Rates whether or not they are profitable - where as a corporation tax reduction, while welcome of cause, is only useful if they are actually making money.

2. A new employment allowance. From April 2014 - employers will receive an allowance that will cut the first £2000 from their National Insurance bills. In real terms this means that 450,000 - a third of all employers won't pay any NI at all. And this one move will benefit up to 1.25 million employers over all - now that has to be a positive move!

At the end of 2012 - the Oxford Business Wealth community worked out that they had created more than 20 additional jobs that year. As I understand it, this

"The Croydon Business Club has been a godsend to my business. It focuses on business growth, teaches you practical skills to run your Business. We also get a book of the month to help increase your Business learning. It is also a great way to network with like minded people who share your entrepreneurial spirit and to receive and give support when needed. Helena Holrick is an inspiring lady who encourages you to push through any barriers and is the reason for the BWC's success in Croydon.

More positive news about the Swindon Club...
From Glenn Bridges - Video and Webinar Marketer

"If you've never been to a Business Wealth Club meeting, you might think of it as a typical morning networking meeting, but you'd be WRONG... It's jam packed with content, filled with a community of sophisticated and driven Entrepreneurs and coaching is that which you'd expect to pay for in the thousands. In other words it's NOTHING like any breakfast networking meeting, it's in a class of it's own and redefines the space. Ant Hodges is a GREAT at BwC Swindon. I whole heartedly recommend you head along to your next meeting."

Member Wins



Croydon Club Member Birthday Wins..

By Kathryn Lovewell

40 seconds wasn't enough to share all my wins this morning, so Helena asked me to celebrate with our BWC family.

allowance will be applied through the normal Payroll system, which should make this a painless, effective way for the government to support us Entrepreneurs as we work on growing our Teams and Businesses. Nice one George - good move!

3. Fuel Duty. Mr Osborne announced a Fuel Duty Freeze, scrapping a petrol duty escalator that has been planned for September. Fuel is one of the hidden costs that can cripple a Business - so this is really good news.

Businesses with Sales Teams or fulfilment & delivery Teams will be over-joyed with this freeze. Very often when we are working with a Business we are surprised that the Owner forgets to factor in the costs of travel into their end Product or Service cost. Bit by bit the pumps have been becoming a bigger burden - but at least this freeze saves them having to deal with an even bigger bill come the autumn.

So, on the surface at least there appears to be lots to be positive about in this Budget. At the Business Wealth Club we have always said that it is the SME Business Owners who are going to make the real changes needed in this country's economy, and there have been some steps taken in this Budget that should help us move that along.

Tell me what YOU think about this Budget... are you changing your plans based on Mr Osborne's little red box - and if so, tell us about it. [CLICK HERE](#) to join the discussion.



Nice tie George!



Last week I won the London Borough of Sutton **Community Leadership Award** for **Improving People's Lives**. It was heart warming to be recognised for the positive impact I have made to individuals, schools and prisoners over the years and a genuine privilege to stand on stage with some remarkable leaders that are equally committed to making a difference in our community.

The ATL - **Association of Teachers & Lecturers** confirmed my first training provision with their Croydon branch in May. They have union meet ups all over the country, so I hope to be invited to support all their members nationwide if they love what I offer! After giving my book to the CEO of The TDT, **Teacher Development Trust** last October, I was finally invited to meet with him. We had a great first meeting where I discovered he loves my book and has already recommended it. His organisation promotes CPD, so I am thrilled that we not only speak the same language - he has asked me to be a guest blogger, but that my training will be on his recommended list of CPD providers. Yippee!

This week I have been invited by the **Speakers Trust** to be a judge for **The Jack Petchey Sutton Speak Out Challenge**. As if this isn't wonderful enough, it transpires that the final is being held at my old secondary school,



Have YOU "Set your Business up for Success?"

By Sue Avins

Now the Chancellor has revealed his Budget - it's time for you to review yours!

For a lot of businesses, the 1st April will see the start of a brand new Financial Year, one full of all the promise and hope of Spring!



To set your Year up for success, you need to have a clear Budget Plan - here are some Top Budgeting Tips to Share & Discuss as a Group:

- Always Start with the End in Mind and Define the Profit You want at the end of the Year EXCLUDING Owner Salary, which should be Paid First
- Then work out the Sales Targets You'll need to hit month-by-month, then work on a % increase over last year...
- Beware of how DIFFERENT months can have 5 weeks in this year compared to last year...
- Know you Breakeven and review every month
- Practice strict cost controls as

which was also where I first taught! Funny full circle...

The piece de resistance was a request last night from the Disability and Well-Being Manager from the IOE, **Institute of Education** inviting me to speak to their PGCE student teachers. This caused much whooping and squawking! My aim is to create a Well-Being program for all trainee teachers to embed best emotional resilience practice before teachers enter the classroom. This is the door I have been waiting for! Fingers crossed x

Icing on the cake for my birthday this week was being nominated as a finalist for the APCTC - Association for Professional Coaches, Trainers and Consultants - for Mover & Shaker and the Humanitarian Award. I would love to win the **Humanitarian Award**. Please spare two minutes to vote for me in the Humanitarian category <http://www.apctc.com/awards/?coach=448>

Winning awards helps promote my cause. If you care about children and want to help make a difference in the education of our young people, please vote today and pass on to your networks who would be willing to spare a moment to wave the flag for well-being in education. Voting closes at Midday on Friday 22nd March 2013.

I hope you have enjoyed hearing about my birthday wins. This is what I love about BWC; we celebrate each other's success.

Thank you for supporting my mission to make schools healthy and happy for everyone. Wishing you a very successful week.
Kathryn x

Discovery Day Dates



making the money and keeping the money are very different skills...

Let us know any Top Tips you have for doing your Budget Plans -

[Click Here](#)

and leave your comment .

Goodbye - see you after Easter - Have a great time....



Club News



Croydon Club Member Shares her "Birthday Wins"...

By Helena Holrick

Chloe Thomas came and worked a bit of magic in Croydon by giving BWCers there a taster session of the 1 day workshop she's kindly agreed to come and run IN

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 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...

Next Dates: 12th and the 26th of April 2013

Contact Angela on 01869 278900 or e-mail:

angela@thebusinesswealthclub.com

[New Members](#)

New Members So Far for March 2013:-

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

Birmingham Club:

Marcia Spence-Stewart

Croydon. We are already reading Ecommerce Masterclass as our Book of The Month, and on the 18th April, BWC Croydon is hosting Chloe's "In a Day" workshop. If you sell anything on line, this is just going to be a great hands on way to make sure you are 'set up' as you need to be in order to make money online.



If you've wanted to attend one and have not managed it so far, why not come and make some connections with the BWC community in Croydon? As a result of the mini session by Chloe, I know for a fact that several people have been taking action on their frequently asked questions, some have committed to getting video onto their home pages, and many other activities that were suggested or hinted at. You can book onto it via this link and before the 4th April there's an early bird price of only £97:

www.ecommercemasterclass.com/inaday.

If you are already a member of BWC, I'm happy to let you be an honorary member for the day.

Email me

helena.holrick@thebusinesswealthclub.com and I'll send you a 'special link to get you in there for only £67.

Turbo Growth Tip



Fanatical Discipline...

By Gavin Preston

One of the best management authors and

Maidenhead Club:

Scott MacRae

Oxford Club:

Penny Stephens
Chantal Wellavize
Andy Dobson

Chester Club:

John Thompson
Noel Guilford
Sarah Rugg
Bill Finch

Croydon Club:

Jackson Ogunyemi

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.

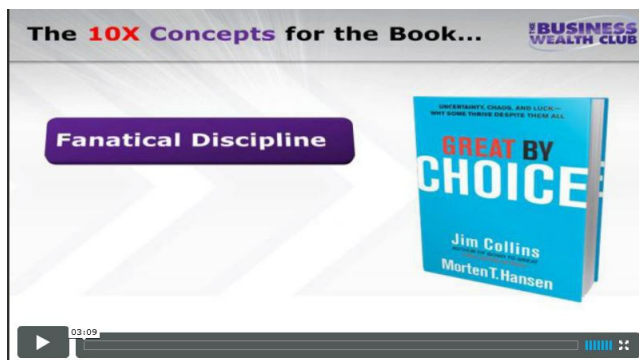
Positive Local Support: Get Re-
energised, Refocused & Ready to Grow.

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



researchers of recent times is Jim Collins. With his research team he has performed extensive research over decades about the qualities of leadership and behaviours and strategy that make the difference between great companies and average companies.

One of his latest areas of research has been between companies he called '10x' companies. These are companies that achieved 10 times the level of performance of comparison companies. He looked across a number of different sectors including airline, pharmaceutical, IT / Tech etc. His research, as captured in his book "Great by Choice" identifies 3 high performance behaviours that were in place across all of the 10x companies. This video takes you through the first of the three behaviours. In newsletters to follow we will share with you the 2nd and 3rd behaviours.



Set yourself an action of what you are going to do to make this behaviour as a part of your culture and what you do on a consistent basis. Then you can watch the performance of your business increase accordingly.



Ant Hodges - Mentor for the Swindon Club...



Who is your business hero and why?

Having heard his story first hand, Brendon Burchard is my main inspiration when it comes to building my business. The main reason is simple - the guy has developed multiple streams of income, from creating products and programmes from his passions that really help others. That is my aim. To have multiple streams of income from successful businesses and brands that come out of my passion to help others achieve greater success.

What has been your biggest business success to date?

During a three month period of marketing for one company, my work in online marketing for them was tracked to have brought in over £120,000 from activity that the client had not previously had sight of.

What is the thing you are most proud of?

Starting again. After my first business failed in the heights of the recession, I hid away in a J.O.B for over 18 months until one day, whilst on holiday with the family, my wife said those fatal words "You're not

happy in your job are you?" I wasn't. I wanted to be back in command of my own ship again, I wanted to be self employed again. Handing in my notice, pushing aside fears and thoughts of failure following my first business closing, I started HodgesNet.co.uk and have not looked back. The business has been steadily growing and is set for a bumper 2013. What makes me proud is the fact that I have a wife and family that support me. I am proud of them for their commitment, trust and faith in me to support them and make this business work.

Personal Achievement?

I haven't climbed any mountains, cycled around the world or dived the fathoms of the deep, but this year I celebrated 10 years of marriage to my beautiful wife. For me, committing to anything in my teens was tough. Many said that getting married at 21, to a 19 year old, was too young. Through the highs and lows, my marriage to Jac has held my world together and I am chuffed to be Daddy to both my girls Hannah and Lucy.

Meetings you can attend



To Deliver World Class Business & Personal Development Training that Fast Tracks Business Owners to Success!

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

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

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