

Burton Business Club News Release

NEW BEGINNINGS AT AGM 2008



The Burton Business Club members and retiring Chairman Andy Luffman welcomed the new Chairman, Derek Liddle at the Club's AGM on 8 April 2008 held at the Coors Visitors Centre after a free buffet put on by the Club.

In Andy Luffman's Chairman's report, he summarised the club's year as being one of continuing stability with over 50 members and a full year of events that were at once entertaining, relevant to local business and informative. Paul Miller, the Club's treasurer presented a set of accounts that indicated a continuing healthy balance and a successful club that deserves to be supported by local business

The members were not surprised to hear that the club has been given notice to quit the Coors Visitors Centre to coincide with the owner's intention to close down the Centre in June this year. There was strong support from club members to fight the closure as a great blow to the cultural heritage of the Town; indeed many members were prominently in evidence including Tony Harvey-Bacon, one of the march leaders, at the recent protest march through the Town Centre.

The highlight of the AGM was the presentation by Derek Liddle of a hip flask and a teabag to thank the golf-mad ex-chairman for his excellent service to the club with the quip delivered in his usual acerbic style of: "have a drink on me." (It was not revealed if there was any spirits in the flask)

The evening was rounded off by an excellent presentation by Steve Wiltshire who gave an amusing and entertaining account of his life as Senior VP Global Sales of Siemens. He gave useful sales tips such as "everybody is a salesman right from being babies and toddlers plucking at their Parent's guilt feelings to Parents and Grandparents negotiating with their children to tidy up. In all such social situations we are all salespersons. Another gem was we should listen twice as much as we speak as God gave us two ears and one mouth.

He also regaled the members with a humorous account of national stereotypes at the negotiating table. Steve, a partner of one of the members, is now retired at the ripe old age of 47 but still relishes a challenge in property development in the area.

Derek, the new Club Chairman thanked Steve for his insight into the international sales process commenting that members can all learn something from big business.

The next month's meeting of the Burton Business Club will still be at the regular venue, Coor's Visitors' Centre and featuring a presentation by Angela Ashdown of the National Forest. Meetings start at 7.15 pm on the second Tuesday of each month and new members and guests are always welcome. If you want to eat before you meet, come along at 6.15 pm for 2-course meal. At £8, its excellent value.

For further information about the club, its activities and how these can add value to your own business, please contact Club Chairman Derek Liddle on 01283 516878 or log onto the Website at www.burtonbusinessclub.co.uk.