



President's Round Up – Mark Longford Baby Congratulations!



Congratulations to Becci and Richard Cohen on the birth of a beautiful baby boy on Sunday 21 February weighing 6lbs 15ozs.

Richard's planning for his presidential year goes well beyond 2020 as he looks out to the 2040 elections!



Secretary's Soundbites ('Susan's Stamp!')

Networking for all – Baby Cohen invited too!

As chance would have it, Lara Squires is presenting a highly interactive seminar, Networking 101, at both Nsure, Worthing (7.30 am) and Ansvr, Eastbourne (5.30 pm) on Tuesday 1 March.

It's never too soon to start networking and making your impression, so perhaps Baby Cohen might like to attend the Nsure session and earn his first CPD points? He would have no shortage of admirers and I'm sure he'd be wide awake for a 7.30 am start even if Richard is exhausted after a sleepless night!



Lara, one of our popular speakers, is a Chartered Marketer and has a wealth of experience gained from organising and attending networking events. She will be sharing this with us and helping everyone to get the best from networking. This will be a very useful and relevant hour; whether you currently attend events and want to become more effective, or whether you avoid them as you're unsure what to expect. You will also be able to practice Lara's tips in an informal and friendly atmosphere.

Our Company Champions are warmly invited to join us at Worthing or Eastbourne as spreading the word about IIS within the workplace uses many of the same networking skills.

Free member and guest places are still available for both sessions – just visit the events section of our website to book and if you can display a poster for us, please download this from: <http://www.localinstitutes.cii.co.uk/sussex/home/about-us/company-champions/>

I leave you with this delightful quote from Jay Danzie, something which Baby Cohen will no doubt exploit to the full!

*'Your **smile** is your **logo**, your **personality** is your **business card**, how you leave others feeling after an experience with you becomes your **trademark**.'*

Best wishes.

www.sussexcii.org.uk



@sussex_cii



Sussex CII (IIS)





February		March		April		May	
<i>AMM Review date tba</i>		<i>Possible extra talk & Prog team mtg dates tba</i>				<i>CSR Fraud talk? May or June</i>	
1 Mo		1 Tu	2xNetworking SS	1 Fr		1 Su	
2 Tu	Info gathering skills SS	2 We		2 Sa		2 Mo	May Bank Holiday
3 We	PFS Officers' Conf/Jt mtg	3 Th	Council reports deadline	3 Su		3 Tu	
4 Th	PFS Officers' Conf	4 Fr		4 Mo		4 We	
5 Fr		5 Sa		5 Tu	Eastbourne Pier fire AF	5 Th	
6 Sa		6 Su		6 We		6 Fr	
7 Su		7 Mo		7 Th		7 Sa	
8 Mo		8 Tu		8 Fr		8 Su	
9 Tu	Company Champs PZ	9 We	Jt Conf mtg PB/SS/L Jones	9 Sa		9 Mo	
10 We	FS CPD talk SS	10 Th	Kent Conference	10 Su		10 Tu	
11 Th		11 Fr	STRATEGY GROUP GJ	11 Mo	CII Written Exams	11 We	
12 Fr		12 Sa		12 Tu	CII Written & PFS Q2	12 Th	
13 Sa		13 Su		13 We	CII Written Exams	13 Fr	
14 Su		14 Mo		14 Th		14 Sa	
15 Mo		15 Tu		15 Fr		15 Su	
16 Tu		16 We		16 Sa		16 Mo	
17 We		17 Th	COUNCIL ML	17 Su		17 Tu	
18 Th		18 Fr		18 Mo		18 We	CII NC2016
19 Fr		19 Sa		19 Tu		19 Th	Jt Network Event Btn U
20 Sa		20 Su		20 We		20 Fr	
21 Su		21 Mo		21 Th	Structural defects PB	21 Sa	
22 Mo		22 Tu		22 Fr		22 Su	
23 Tu		23 We		23 Sa		23 Mo	
24 We		24 Th		24 Su		24 Tu	
25 Th		25 Fr	Good Friday	25 Mo		25 We	
26 Fr	Review IIS H&S policy (SS)	26 Sa		26 Tu		26 Th	
27 Sa		27 Su		27 We	AGM/Awards Evening	27 Fr	
28 Su		28 Mo	Easter Monday	28 Th		28 Sa	
29 Mo		29 Tu		29 Fr		29 Su	
		30 We		30 Sa		30 Mo	Spring Bank Holiday
		31 Th		Network News deadline 2 May		31 Tu	