



**Building  
Better  
Business for  
Brentwood**

**Brentwood Chamber of Commerce**

# Newsletter

**All the latest news in Brentwood -  
including special announcements,  
events and much more**

**November  
2017**

*Dear member,*

## A message from your Chairman



*Photo by Carmel Jane*

I trust that you all enjoyed the Brentwood Business Showcase, and made some valuable contacts. This event proved extremely popular, and we are looking forward to an even bigger and better event in 2018.

Now we are turning our attention to the Chamber Christmas Lunch and what promises to be a memorable occasion with excellent and inspirational guest speakers. It's not too late to book a table of 8 or 12 for

you and your colleagues, or a chance to treat some of your clients.

If you were at the Showcase, you no doubt heard the announcement of the Chamber's new innovation for 2018 – The Brentwood Business Awards. We intend to establish this as one of the major events in the calendar for Brentwood businesses, and our thanks go to Paul Gulley and his team for setting it all in motion. There are many benefits to be gained from sponsoring one of the categories, including a lot of publicity for your organisation. More details will be announced at our Christmas Lunch.

We are currently planning an exciting programme of events for 2018, and are particularly keen to hold events at members' premises. This represents an excellent opportunity for you to showcase your business. The event does not necessarily need to be related to your business, for example we could hold a wine tasting in your boardroom or a barbecue in your car park! Let us know your ideas.

Our new MP Alex Burghart has kindly arranged for a group of Chamber members to go on a guided tour of the Houses of Parliament on

Friday 26 January. The tour is limited to 20 people, so do book your place as soon as possible.

Finally our former Chief Executive and current Renaissance Group Chairman Mike Hawkins recently underwent a hip replacement operation. I am sure that you will join me in wishing him a speedy recovery.

Colin Barber  
Chairman

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## Ask the expert – How can I improve my concentration at work?

All of us, particularly small business-owners, want to make the most of the time we spend at work, whether that's spent in an office with colleagues or at home. Here, Gabriella Clarke, who is the owner of Mind Health Movement, and is a psychotherapist who specialises in nutrition, gives us some top tips.

### Have a protein-rich breakfast

Numerous studies have found that having breakfast in the morning can improve your health in a major way. So if you're still skipping the most important meal of the day, now might be the time to change. Here are two brain-boosting options:

**Time-Poor Smoothie** – Combine 1/2 cup frozen berries, 1 cup coconut milk, 1 tablespoon pumpkin seed butter, 1 dessert spoon cacao powder and a pinch of ginger together in a blender, and enjoy!

**Cooked Breakfast** – Make a smoked salmon and spinach omelette with mixed herbs and black pepper.

### Carry out a breathing meditation

On your commute to work and during those points in the day when you'd usually reach for the coffee try the Box Breathing technique. Breathe in for a count of 4, hold for 4, exhale for 4, hold for 4 and repeat. Continue this cycle for 2-3 minutes.

### Take rosemary!

Rosemary is powerful herb when it comes to mental stimulation. It helps combat fatigue, nervous exhaustion and stress-related disorders. Keep a little bottle of rosemary essential oil in/on your desk or somewhere within your workspace. When you need to banish 'brain fog', simply remove the lid and sniff or apply a few drops to a handkerchief and inhale.

### Blue light ban

One hour before you intend to go to bed, turn off your laptop, iPad, smartphone and any other blue-light-emitting electrical device and switch to activities such as reading or taking a bath. If you are one of those people who likes to watch TV before bed, invest in some blue-blocking glasses. This will help improve the quality of your sleep and help quieten your mind before bed.



*Gabriella Clarke*  
*Dip.Hyp Dip.PC Ad.Dip.PC MHS MNCS*  
[www.mindhealthmovement.com](http://www.mindhealthmovement.com)

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## October Business Breakfast

Despite the inauspicious date – Friday the 13th – our October Business Breakfast at Marygreen Manor was as successful as usual. The speaker was Louise McKinlay, the Leader of Brentwood Borough Council, who talked about plans for the town centre and for more office space, in order to boost business in Brentwood.



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## Meet the Executive Committee



*Photo by Carmel Jane*

This month: Julian Beard, Consultant at Sternberg Reed Solicitors.

**Q:** Can you give us a potted history of your business life?

**A:** I began my legal training in London, qualifying in 1989, specialising in Family Law. I then worked for a firm in Manchester and then in 1992 joined Shoosmiths, a large national firm, where I ultimately became Head of the Family Department. In 1997 I moved to Osbornes Solicitors in London, where I built one of the largest Family Law departments in London, as well as taking responsibility for business development and marketing. By the time I left in 2014 the firm had grown from 35 staff to over 100, and the client based included international clients and television celebrities. I left Osbornes at the end of 2014 and joined Sternberg Reed in 2015 as a consultant. In the same year I was appointed a Deputy District Judge.

**Q:** What made you decide to join the Chamber and how long have you been a member/on the Executive Committee?

**A:** I have frequently represented individuals in excess of £5m. I wanted to join the Chamber because I have always had an interest in being

involved in organisations and bodies which are there to support individuals and businesses. I was appointed to the Executive Committee in 2015 and at the same time became the Chamber's Honorary Solicitor.

**Q:** What are the best things about being a member of a Chamber of Commerce and what would you say to encourage other businesses to join?

**A:** Undoubtedly being a member of the Chamber you become aware and can become involved in discussions with the local authority, Brentwood Borough Council, concerning initiatives which are there to provide support for business, and also to take a leading role in issues including the Brentwood Business Showcase. I would very much encourage any business to join because the Chamber has formed very close links with both the Council and the Chamber's views are very much taken on board by it when considering how to improve business life of Brentwood. Naturally, the greater the numbers of the Chamber the more influence it can bring on such decision-makers. The Chamber also enables businesses and individuals become aware of other businesses in the area with whom they can do business. I have thoroughly enjoyed my time as a member of the Chamber and the Executive Committee.

**Q:** What are your hobbies/interests outside of work?

**A:** My main hobbies/interests are theatre, walking, gardening, history and football. I am a season ticket holder at both Ipswich Town and Brentwood Town!

**Q:** Can you tell us something interesting about yourself that not many people know?

**A:** I was in Boston in the United States on holiday and there was an outdoor theatre enacting the events leading up to the Boston Tea Party. The majority of the audience were American and the cast members were handing out white feathers. I refused to accept one, explaining that being British the Boston Tea Party was naturally not

an event that is 'celebrated' in this country. As a result I then became invited to join the cast as a British captain and spent the rest of the day in various roles acting as a true loyal subject of this country, being booed and heckled throughout by a very large number of American tourists!

**Q:** You're on an extra strict version of Desert Island Discs and you're told that you can take only one item to the island – what would you take?

**A:** Tea – I am probably an addict!

## Sternberg Reed Solicitors

*Sternberg Reed was founded in 1973 and comprises three offices. The firm prides itself in having a social conscience as it acts for all sectors of society. It has a specialist Private client account, highly regarded Family Department and well-respected Employment Department, plus many other solicitors who are specialists in their given field.*

## Dates for your diary

### Friday 10 November – Business Breakfast

Sponsored by Havering and Brentwood  
Bereavement Service

### Friday 8 December – Business Breakfast

### Friday 15 December – Christmas Lunch

Tickets now on sale at Early Bird price

### Friday 26 January – Visit to Houses of Parliament

## Christmas Lunch

### Friday 15 December, Mount Avenue Banqueting Suite, Shenfield

#### Bookings open and guest speaker confirmed

We are delighted to announce that one of our guest speakers at the Christmas Lunch on Friday 15 December will be Jack Maywood, the landlord of The Spread Eagle pub, Brentwood.

Still only 24, Jack has transformed the pub from being a rather unremarkable 'local' to becoming one of the most popular meeting places in Brentwood. Even more remarkably, he has achieved this on an extremely modest budget. We're looking forward to hearing – and being inspired by – Jack's story, including his underlying business philosophy.

Look out for news of additional speakers!

#### How to book

(Please visit our website for full details).

**Individual tickets** are now on sale for the 'Early Bird' price of £25 for Chamber members. (The price after 'Early Bird' bookings close will be £30).

**Group bookings:** This year's menu is much larger, so we'd like you to bring all your colleagues along to what promises to be one of the highlights of the festive season for businesses in Brentwood.

The full price for members is £30 per person, but if you reserve a table of 8 or 12, then you will receive a discount of 25%. This means:

Table of 8 reduced from £240 to £180

Table of 12 reduced from £360 to £270

The price includes a three-course meal – and if you book a whole table you can pre-book your wine when we confirm your table.

#### Benefits of booking a table

- 25% Discount off regular member's ticket price
- Opportunity to treat your staff or your suppliers
- Your organisation's name will be listed on the menus at the event
- Pre-booking from a choice of 3 dishes for each of the 3 courses
- Your wine can be pre-booked

Please book via the Chamber website and pay a £100 deposit.

<http://brentwoodchambers.co.uk/event/chamber-christmas-luncheon>

We will then send you a confirmation and invoice, which should be paid by 30 November 2017.

**We will also send you a menu and wine list, so that you can pre-book your menu choices and pre-pay for your wine.**



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